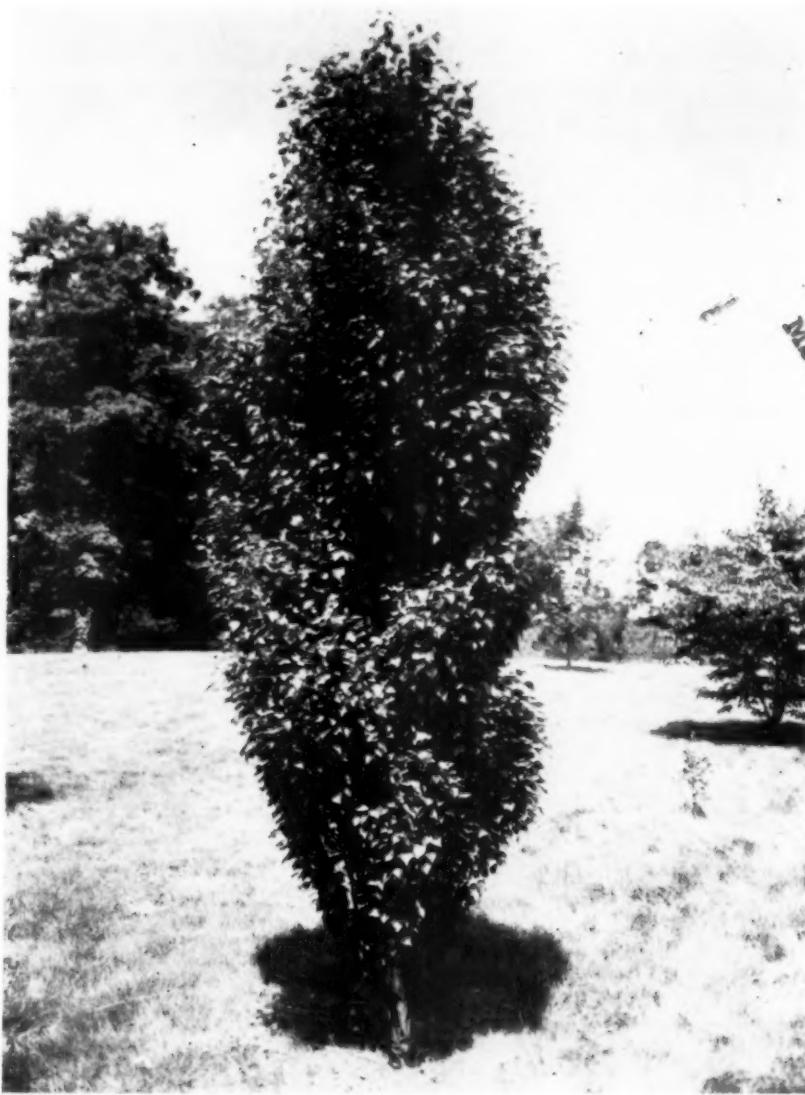


AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

SEPTEMBER 1, 1957



Betula Pendula Fastigiata

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AMERICAN NURSERYMAN

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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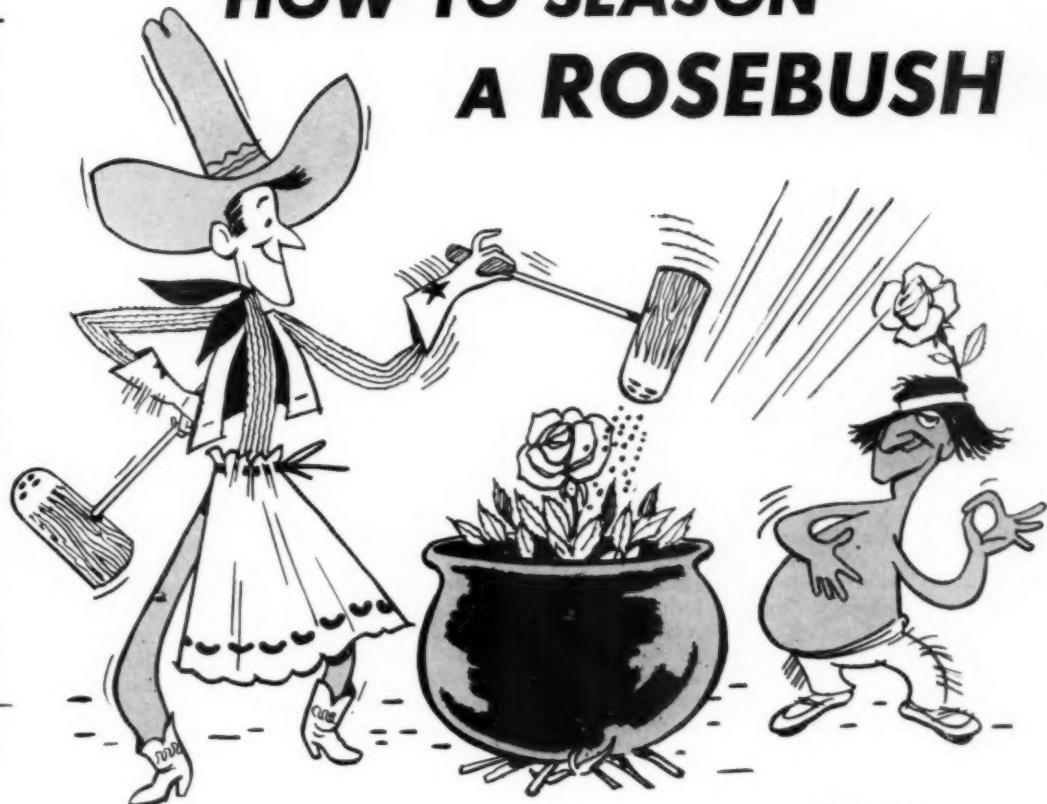
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Forms for the September 15 issue will close Friday, August 30.

Forms for the October 1 issue will close Friday, September 13. Mail copy to arrive at Chicago by these dates—no later!

HOW TO SEASON A ROSEBUSH



TAKE a fertile mountain valley.

Add generous amounts of sunshine.

Mix with cool nights, exhilarating winter days.

Measure just the right amount of irrigation.

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AMERICAN NURSERYMAN

F. R. KILNER
Editor and Publisher

FRED H. KILNER
Managing Editor

C. A. BRADY, Jr.
Advertising Manager

Editorial

PLANTING LISTS

At the time of making up planting lists for the next season, the average nurseryman, whether he be retail or wholesale grower, probably starts with his current year's list. If he has been particularly "stuck" with some items, they are dropped from the list. If the variation in sale from preceding years is not large, it is ascribed to weather conditions or to customers' vagaries, and the items are included another season. The result is that there is not a great deal of progress made in planting lists from year to year, where they are made up in this fashion.

No doubt it would be more trouble, but it would certainly be more progressive, if a start were made in the other direction. In the issues of this magazine from time to time there have appeared articles with recommended planting lists, either of species or varieties that are more suitable to modern styles of architecture or that are recommended as an improvement over varieties currently popular in nursery lists. These recommended plants are not just picked out of a book or the favorites of some garden enthusiast, but they are carefully compiled either by nurserymen or by trained horticulturists closely associated with them, who are acquainted with the plants always by observation and frequently by trial as well.

If the grower would go through these lists to pick out those items which are particularly suited to his area, climatic conditions and customer preferences, he would thereby find prospective additions to his planting list, or substitutions thereon, which would produce a decided advance in the character of his offerings to the public or to the trade. If the items are not known to the nurseryman or in his vicinity, he should plant sparingly at first, but each year there should be additions on the basis of recommendations made by those who see the need for changes in current planting lists.

INFORMATIVE MEETINGS

Some of the summer meetings of state associations still provide primarily an opportunity to discuss the association's business and problems, as well as related subjects brought up by the members. A few such events remain social in nature, as picnics or outings or tours. An increasing number of the summer gatherings, however, provide a program of informative talks and papers, and sometimes take the form of a short course for nurserymen. For such a program the faculty of the state university or the staff of the state agricultural experiment station provides a variety of informed speakers.

One can understand this trend if he recognizes that the great expansion of the industry in the past decade has brought into this field a large number of persons who have had little experience or knowledge of it, as compared with those individuals who have spent a lifetime in the industry or have received college training and practical experience in its operation. Such persons welcome, nay demand, such association programs, which afford them an opportunity to gain a better understanding and more thorough knowledge of various aspects of their work.

Those persons of this type who are readers of this magazine will consequently find the current issues important for the reports of these informative summer meetings. While readers may attend one or two such events nearby, they can gain benefit from many more by scanning the reports closely. These reports present summaries or excerpts of the discussions or papers on various trade topics and deserve much more careful reading than the reports of business transacted of interest primarily only to association members.

AUTUMN BUSINESS

Some retail nurserymen and garden shop operators report an increase in autumn sales in recent years. But the gain, by and large, has not been of considerable proportions. In view of the recommendations for autumn planting which have been made to the trade and to the public, one wonders why it is not more extensive. The busy landscape nurserymen are using all the favorable weather in summer as well as autumn to catch up on their orders, and they find little criticism

of planting done at other seasons than spring.

Any gardener who has attempted autumn planting is thoroughly in favor of it except for plants that are not reliably winter hardy. Probably this is a topic on which more emphasis should be laid by the trade in its publicity, individual and collective. Certainly autumn planting is more profitable than that done during the spring rush.

AN IMPORTANT JOB

Association secretaries, whether they are elected, appointed or employed as executive secretaries, are the persons mainly responsible for holding their organizations together. They usually remain in office over a number of years, providing continuity to the associations, and are responsible for the communications between the members.

The secretary is shouldered with the task of assuming most of the paper work connected with the association. So the job of secretary in a nurseryman's organization is an important one and should be considered such by the members of the group involved.

If an association is to be strong, if it is to be of benefit to its members, the secretary will be called upon to devote much of his time and effort to his job. It goes without saying that he will need to be a capable and resourceful person. Therefore, it is only fair, and it is wise, that the position be made an attractive one, which will compensate the person for devoting his time and best efforts to the job.

If the secretary is paid only a small fee, or even none at all, or if the secretary, as sometimes is the case, is called upon to assume the expenses involved in carrying out the job, he will not be inclined to put forth his best efforts or devote adequate time to the position. Thus the organization will suffer and will not offer the advantages which it should.

Associations have proved their worth, and there are fine examples of strong organizations in this industry. It is only necessary to look to the secretaries' positions in these associations to learn why these groups are so successful.

VISITORS to Europe during the month of August were Mr. and Mrs. James I. E. Ilgenfritz, Ilgenfritz Nurseries, Inc., Monroe, Mich. They toured England, France and Spain.

Mail-Order Group Busy at Chicago

Approves Fair Trade Amendments, Hears Talks on Ways to Increase Business

Methods of increasing returns from various advertising techniques in the mail-order field were accented in the program presented for the annual summer convention of the National Mail Order Nurserymen's Association at the Hotel LaSalle, Chicago, August 12 and 13. Proposed amendments to the fair trade practice rules in the industry were reviewed and approved by the association, with but one change in the revision of rule 5. Again a comprehensive report on a test shopping project conducted through Iowa State College, Ames, brought extremely useful information to the attention of the members. Important action was also taken to make new arrangements for carrying on the association's secretarial functions as Robert Bauge, secretary for several years, relinquished that position under pressure of new business duties. Registration was just under 100.

At the concluding session of the convention, the slate of officers presented by the nominating committee chairman, John Kelly, Kelly Bros. Nursery, Dansville, N. Y., was accepted unanimously as follows: President, Joseph Weston, Neosho Nurseries, Neosho, Mo.; vice-president, Robert J. Bauge, Judson Wholesale Nurseries, Bristol, Ind., and secretary, Roger Krider, Krider Nurseries, Inc., Middlebury, Ind.

Regional vice-presidents named were the following: Eastern—Doug Malcomb, Musser Forests, Inc., Indiana, Pa., and Ken Tack, Jackson

& Perkins Co., Newark, N. Y.; central—Harold Goldstein, Kunderd Gladiolus Farms, Goshen, Ind., and Frank Fidler, H. C. Downham Nursery Co., Strathroy, Ont.; southern—Robert Baker, Jr., Baker Bros. Nursery, Fort Worth, Tex., and Gary Simms, Ozark Nursery Co., Tahlequah, Okla., and western—Hugh Steavenson, Forrest Keeling Nursery, Elsberry, Mo., and William Collins, Henry Field Seed & Nursery Co., Shenandoah, Ia.

Regarding changes to be made in the secretaryship, the board of directors was empowered to shift some of the duties which have resided in that office to the hands of a staff member in the Washington, D. C., office of the American Association of Nurserymen, to be performed for compensation on a time basis outside of the individual's regular work hours. This arrangement will be a tentative one and is in lieu of more complete transfer of association management functions to the A. A. N. office as had been proposed at the Miami Beach convention of the A. A. N. That plan had not been deemed feasible by the A. A. N. directors subsequent to the convention. Roger Krider, who will continue many of the secretary's activities within the N. M. O. N. A., is the son of an early member and promoter of that group, Vernon Krider.

At the luncheon Monday noon, Elden Burgess, Burgess Seed & Plant Co., Galesburg, Mich., was given an award for his outstanding contributions to the N. M. O. N. A., of which he was one of the founding members. The award included a framed scroll and a wrist watch.

The meeting was called to order Monday morning, August 12, by President Jack Hanley, Hanley's Nursery, Carbondale, Ill., who lamented the fact that the post office department is reducing its services while trying to raise its rates. The federal trade commission has caught up with a few illegal operators in the nursery business, has a few more cases now being heard and is breathing down the necks of others, he pointed out.

Committee Reports

Called upon for his report as secretary-treasurer, Robert Bauge, Judson Wholesale Nursery, Bristol, Ind., reported that the past year was the first year in the association's his-



Joseph B. Weston, Neosho Nurseries, Neosho, Mo., newly elected president of the National Mail Order Nurserymen's Association.

tory in which its receipts went over \$10,000. The cash on hand is about \$1,000 less than a year ago, reported Mr. Bauge, because of the expanded services of the association.

Delivering the report of the federal trade commission advisory committee was Clark Kidd, Arp Nursery Co., Tyler, Tex. He called attention to an article in "Printers' Ink" by the president of the better business bureau which related that fraudulent advertising has been reduced in recent years. Mr. Kidd reported that the subject of rose grades came up at the recent meeting of the American Association of Nurserymen and the matter was referred to the A. A. N. grades committee, which will report back to the board of governors a year from now. Referring to comparison of prices on roses of the number one grade offered by mail-order nurserymen, Mr. Kidd stated that prices varied from 60 cents to \$1.95.

George Rose, Henry Field Seed & Nursery Co., Shenandoah, Ia., gave a brief report as chairman of the research committee, stating that Dr. John Mahlstedt, associate professor of horticulture, Iowa State College, Ames, would report on the packaging and shipping study on perennials Tuesday morning, August 13.

Delivering the legislative report, Mr. Bauge stated that the committee has urged all members to protest the postal regulation requiring third-class mail users to sort shipments by postal zones. Also reporting for the



Robert J. Bauge, Judson Wholesale Nursery, Bristol, Ind., elected vice-president of the National Mail Order Nurserymen's Association.



John Lemon, vice-president, Conard-Pyle Co., West Grove, Pa., who presented a proposal for pooling cost information at the Chicago meeting of the N.M.O.N.A.

membership committee, Mr. Baugé stated that five regular members and two associate members have been added in the past year, bringing the total membership of the N.M.O.N.A. to 98 regular members and 34 associate members.

Concluding the committee reports, Ralph Shugert, Forrest Keeling Nursery, Elsberry, Mo., related that the publicity committee had been active in promoting the N.M.O.N.A. seal and also the current convention.

The Postal Battle

In 1929 the distorted economy of the nation brought a collapse, stated Erskine Stewart, general manager, Washington office, National Council of Business Mail, Inc., in a talk Monday morning. However, during this period the Dodge, Plymouth and DeSoto automobiles were marketed, Fortune magazine was introduced at the unique price of \$1 per copy and the radio was making its move as an advertising medium. In spite of the times these products survived, the reason being promotion. Today, said Mr. Stewart, there are many safeguards to prevent an economic collapse, but the successful man will still compete by promotion.

In order to get a decent return from mail-order selling, the postal service must operate satisfactorily. Mr. Erskine said it appears that the post office rate bill will be passed. He added that parcel post rates are high and that public law No. 199 apparently will remain as it is, be-

cause too many lawmakers are publicly committed to its support. However, the interstate commerce commission is being petitioned for a rate increase on parcel post, and the hearing may bring about a study of this law. Mr. Erskine said he believes that the business driven out of parcel post by the enactment of public law No. 199 can be retrieved if the law is repealed.

Commenting on the effective date of October 1 for sorting third-class mail into zones he doubted that the law would be enforced rigidly. There still is no procedure set for the disposition of mail that is not zoned properly.

Mr. Stewart concluded his talk by saying that the postal rate battle is a cooperative effort. The association's biggest problem is to find a way for the voice of people at home to be heard.

Washington Report

Commenting on the proposed office of special services and other Washington topics, was Dr. Richard P. White, A. A. N. executive vice-president. While it is planned to affiliate several organizations to the A. A. N., many groups are getting along satisfactorily and do not need to affiliate. However, he added, where the membership of an organization has become so large that the secretary's job is burdensome, the A. A. N. can relieve the secretary of many details.

Dr. White reported that the A. A. N. has been active in fighting for the repeal of the transportation tax. It also has been active in combatting government competition. As far as the nursery industry is concerned, the work is pretty well completed. Formerly there were 59 government-operated nurseries; now there are only 19. In a year or two 13 of these will be discontinued. The other six have been given approval by the A. A. N., he stated.

The A. A. N. has agreed to enter into two court proceedings which will settle once and for all the problem of whether a nursery stocking a small quantity of out-of-state nursery materials will lose its agricultural status as far as the wage and hour regulations are concerned. The association, said Dr. White, firmly believes it can win the two cases.

The A. A. N. has been active in seeking curtailment of roadside advertising, but the billboard interests are so powerful that it appears the efforts of the association will be defeated.

The ICC, he continued, has legislation pending for compulsory registration of public carriers. However,

action on this has been blocked. As an alternative the ICC has found that it can regulate carriers through safety regulations. Approximately 90 per cent of private or uncertified carriers are not living up to the safety regulations, pointed out Dr. White. He urged nurserymen to get a copy of and live up to these safety rules.

Fair Trade Rules

Reporting on the amendments to the fair trade practice rules as approved by the A. A. N. board of governors, James A. Horton, A. A. N. special counsel, said it is essential for one to know his government. He should know what it is doing or is contemplating as far as the nursery industry is concerned. He said the A. A. N. legislative bulletins are most informative in this regard.

There is a case pending now, said Mr. Horton, pertaining to greenhouse bench-grown roses. If the commission upholds rule number five of the fair trade practice rules it will be a great boon to mail-order nursery operators.

There must always be a public interest involved for the FTC to consider a case. Mr. Horton said that if a nurseryman furnishes a person with the means of committing a fraud, the nurseryman is fully as guilty as the person committing the fraud.

The amendments, as reported in the August 15 issue of the American Nurseryman, were read by Mr. Horton and were all approved by the N.M.O.N.A. with the exception that a change in the amendment to rule five was voted so that it would

[Continued on page 81]



John P. Mahlstede, Iowa State College, Ames, who reported on the perennial packaging and shipping research conducted for the mail-order group this past season.

Michigan Group Dissolves in Step Toward Greater Unity in the State

Michigan State Nurserymen's Association

Votes Affiliation Plan for Local Groups After Landscape Conference Dissolves

A milestone in the history of Michigan nursery organization was passed at the 11th annual nursery and landscape management conference held at Michigan State University, East Lansing, August 6 and 7, when the Michigan Landscape Conference was dissolved. This group, which was organized December 7, 1951, was formed to raise the standards and prestige of the landscape industry by encouraging and assisting individual members to increase their knowledge and ability. It grew to a membership of over 500 persons in its term of existence. The conference included among its members many landscape nurserymen, landscape contractors, landscape maintenance men and arborists who were not eligible for membership in the Michigan Association of Nurserymen because of the latter association's stipulation that active members be established in business for two years and grow at least one acre of nursery stock.

The conference was an outgrowth of work done by an organization committee elected at the annual summer meeting of the Nursery and Landscape Management Conference held in July, 1951, at Michigan State College. Previous meetings had been held on March 27 and June 19, 1951, to discuss matters relative to the improvement of conditions affecting landscape nurserymen.

Organization Sponsors

Those in attendance at these meetings included John B. Light, Light's

Tree Co., Richland; Harold E. Hunziker, M. J. Hunziker & Sons, Niles; John Stark, the Stark Nursery, Midland; Ernest F. Durrant, Durrant Nurseries, Grand Rapids; J. Joseph Poleo, Ilgenfritz Nurseries, Inc., Monroe; M. L. Thomas, Lansing; N. I. W. Kriek, The Cottage Garden, Lansing, and Harold Davidson and F. L. "Steve" O'Rourke, Michigan State College, East Lansing. At a meeting on December 7, Harold Hicks, The Cottage Gardens, Lansing, was elected president. Succeeding presidents were John Stark, 1953; Ernest Durrant, 1954; Ted Laetz, Laetz Hobby Farm Nursery, Bay City, 1955, and John Emerson, Emerson Landscaping, East Lansing, 1956-57. Jane Smith, Smith Tree Service, Inc., Lansing, served as secretary-treasurer from the inception of the organization.

During the 2-day conference, a plan was accepted at a business meeting of the Michigan Association of Nurserymen which would affiliate the regional landscape groups to the M. A. N., so that there would be one strong and guiding organization in the state. Changes in the bylaws were passed which were necessitated by the affiliation plan.

Nearly 250 people registered for the nursery conference, which presented a well-rounded educational program. Highlights of the meeting were the talks by two Indiana nurserymen on their systems of operation; a discussion of research at Michigan State University; talks by

trade members on peat balling, B&B material and potted material; an address, "To Incorporate or Not," and a demonstration of equipment at a local nursery. The talks and activities of the program are reported elsewhere in this issue.

Affiliation Plan

Attracting much interest among those in attendance was the affiliation plan for nursery groups in the state as proposed by John Light, Tuesday afternoon, August 6. He explained that a committee was appointed at the 1957 winter meeting of the M. A. N. at Grand Rapids, to devise a plan for affiliation of regional groups. This committee was composed of the board of directors of the M. A. N. and one representative from each regional group. To acquaint the audience with the thinking of the committee, Mr. Light gave a summary of the discussions at its meetings.

The plan as such stipulates that 80 per cent of the members of a regional group must be active, affiliate, associate or honorary members of the M. A. N. to be issued a charter. Each chartered regional group would elect one M. A. N. active member to a 2-year term on the M. A. N. board of directors. The groups would report their monthly activities to the bulletin of the M. A. N. Dues of all affiliate membership would be collected and paid to the M. A. N.

Changes in the bylaws of the association were subsequently ap-

[Continued on page 53]



Nursery and Landscape Management Conference In Michigan

Attendance reached the 250 mark at the 11th annual nursery and landscape management conference, held August 6 and 7, at Michigan State University, East Lansing. Headquarters for the event was the Kellogg Center for Continuing Education located on the campus.

Highlight of the meeting was the dissolution of the Michigan Landscape Conference and the accepting of an affiliating plan by the Michigan Association of Nurserymen. These actions are reported separately in this issue.

Opening the conference activities, Dr. Fred B. Widmoyer, department of horticulture, Michigan State University, called attention to the stage



Participants in the program of the Michigan Nurserymen's Association viewing the stage decorations in Kellogg Center at Michigan State University; left to right, Dr. Donald Watson, Frank Knight, William Siebold and Dr. Fred B. Widmoyer.

setting designed by the Saginaw Valley Nurserymen's Association. The decoration, promoting the theme that nurserymen all over the country should wake up, showed a man asleep in a hammock while potted weeds and balled and burlapped dying shrubs, evergreens and trees surrounded him. A sign below the hammock read, "Not dead—just sleeping." An additional sign read, "Wiltmore Nursery, Will Wilt, Prop."

The morning activities got underway with the showing of a film, "Solid Gold," provided by the California Spray Chemical Corp. This movie, which pointed out the money that could be made in selling garden

supply merchandise, stressed proper store location and layout, careful selection of merchandising, need to omit duplication of stock, good shelf display and the need for sales training.

Before the educational program was begun, a door prize was awarded, and this feature was repeated at each later session. Prizes were books on landscaping and propagation, a portable radio, pruning shears and five pounds of Merion bluegrass seed.

Operating System

Providing an insight into their system of operation Tuesday morning, August 6, were William Siebold and Frank Knight, Siebold & Knight Landscape Service, Fort Wayne, Ind. Mr. Siebold explained that he and Mr. Knight began the business as a partnership in 1952. Previous to that both had worked in the park department at Fort Wayne for one and a half years after graduating from Michigan State University. At first the two did tree work and then entered the landscape business. Recently they purchased land to grow nursery stock.

Starting with a \$1,200 investment they purchased a 1941 Dodge truck and a power saw. In 1952 the gross income for the business was \$16,000; in 1953, \$26,000; in 1954, \$36,000; in 1955, \$55,000, and in 1956, \$103,000. Mr. Siebold related that landscaping accounted for 28 per cent of the volume in 1954; 35 per cent in 1955, and 50 per cent in 1956. The volume of maintenance and tree work went down as the landscape volume increased, he added. The net income

[Continued on page 57]



Serving on panel held on August 6 during an evening session of the annual nursery and landscape management conference at Michigan State University, East Lansing, were the men shown here. Lester Begick, left, discussed peat balling; George Young, right, talked on B&B material. Harold Hicks, center, was moderator. Peter Christensen, who spoke on potted materials, is not pictured.

Canadians Hold Annual Short Course

Garden Center Merchandising and Landscape Design and Contracting are Topics

By C. E. McNinch

Members of the Canadian Association of Nurserymen arriving Sunday, July 28, at the Ontario Agricultural College, Guelph, Ont., for their 10th annual short course found pleasant weather awaiting them and continuing through the 2-day meeting. The association's president, A. B. Luke, Hudson, Que., with his family, were among the first to arrive. Other members arrived shortly thereafter and several committee meetings and a directors' meeting were held during the afternoon and evening. For those not attending meetings, coffee was served in Watson hall, where a color film, "Weed No More," was shown and members met to visit.

Mr. Luke opened the short course Monday morning at 10 o'clock, and a welcome was given by the acting college president, Dr. Hugh Branion.

J. E. Shuttleworth, Little Tree Farm, London, Ont., the first program speaker, introduced an interesting phase of nursery work—garden center merchandising. He presented many new ideas and revised some old ones. He stressed the self-service system. Mr. Shuttleworth feels that a good garden center should handle all nursery and allied products. However, the stock will vary with the size of the operation, as some of the smaller centers are not able to handle so many lines as the large ones. The items generally handled should be nursery stock of all kinds; fertilizers; dusts and spray materials, with applicators; hand tools, and, if it is feasible, power equipment. Although one can add to the stock carried as he sees fit, Mr. Shuttleworth pointed out that there should be no attempt made to handle products such as general hardware or paint, but only items related to gardening.

Self-Service Idea Useful

Because customers are basically inquisitive, they want to look over every item one has in stock. If material is not readily available, much time will be wasted. People often come into a garden center though they do not want to make an immediate purchase. They like to look over the stock and take their time deciding. It is probable that they will go home and return later to buy. The self-service system helps in this

case, as the customer does not feel that he is being urged, but that he is free to make a purchase when and if he sees fit.

Mr. Shuttleworth recommends starting the garden center in a small building that can be enlarged. There is no need for showiness. Something simple and serviceable in design will do. The building can be of wood or concrete block construction and should be reasonably roomy. An informal atmosphere should be created, in which customers can feel at ease in their work clothes.

Customers should be treated as honest people and should be allowed to charge a purchase if they wish. Mr. Shuttleworth feels that nurserymen are dealing with the cream of the public. In almost every case his charge accounts have been paid in full.

One of the more important items in designing a garden center is to arrange for adequate parking space. If customers' cars must line up on a main road, a serious traffic hazard results, especially in the busy season.

Nurserymen contemplating opening a garden center sometimes find it difficult to learn sources of the various commodities they wish to stock. It is necessary to look around and inquire here and there, but

once the store is opened for business it will be difficult to keep salesmen away. During this latter period it is important to select items that sell and to avoid stocking up on slow-selling items.

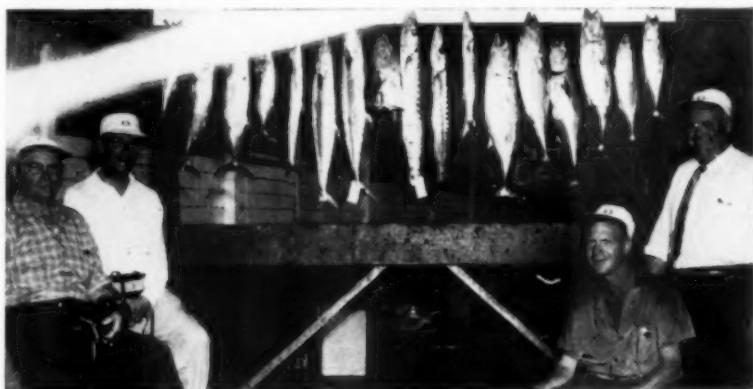
Mr. Shuttleworth pointed out that one cannot expect to cut down on working hours by opening a garden center. One will have to become familiar with and keep abreast of selling media, such as displays, newspaper advertisements and television and radio commercials. It will be necessary to keep open when other stores are closed in the evening and possibly even on Sundays for a while until the shop is established. Mr. Shuttleworth has closed on Sundays for the past months and hopes to keep closed on Sundays, unless the practice seems to send his customers to his competitors. His final advice to anyone opening a garden center was to visit some of the other successful centers to gain valuable pointers in design and operation.

Plantainer Growing

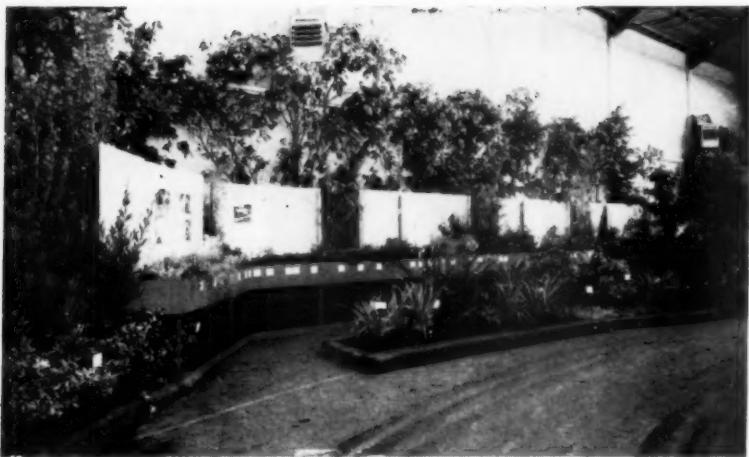
The next topic discussed was Plantainer growing of nursery stock. This subject was capably covered by Edward Costa, of the D. Hill Nursery Co., Dundee, Ill. Mr. Costa is

[Continued on page 91]

DEEP SEA FISHERMEN AT WORK DURING A. A. N. MEETING



Four representatives of the nursery trade spent a day enjoying deep sea fishing while attending the recent convention of the American Association of Nurserymen at Miami Beach, Fla. The group, shown here with their catch, included, from left to right, Melvin Wyant, rose specialist, Mentor, O.; Adrian Ott, of Holland; Robert Endean, Endean Nurseries, Ltd., Richmond Hill, Ont., Canada, and Fred Stensson, Sheridan Nurseries, Ltd., Islington, Toronto, Ont. The party landed 16½ fish, all told, including bonita, barracuda, kingfish and tuna, weighing from 12 to 25 pounds each. The fractional bonita seen in the center of the catch was snapped in half by a shark as it was being drawn into the boat.



Educational display by the California Association of Nurserymen at the San Mateo county fair and floral fiesta, featuring many specimen ornamental shrubs with data on their culture and characteristics.

San Mateo Fiesta

Walter B. Balch

The San Mateo county floral fiesta, offering about \$50,000 in cash awards to commercial horticulturists, is an instructive and enjoyable event that each year draws more exhibitors and more viewers from greater distances. This year the nearly completed permanent landscaping of the grounds and a new administration building provided added beauty and convenience to the fiesta, held August 2 to 12.

The ornamental nursery exhibits were divided into two sections, one in a building designed for the purpose and the other out of doors.

Each served a purpose and both were needed to make the show the day and night success that it was. Each day the attendance was larger than on the corresponding day of a year ago, and the total count of spectators was more than 10 per cent higher than ever before. A prime feature of the show was the "dancing waters," a 4,000-jet fountain whose rainbow-hued sprays were controlled from an organ-like keyboard.

As the general theme of all such shows is educational, it was fitting that the educational exhibit sponsored jointly by the California As-

sociation of Nurserymen and *Sunset* magazine should have been outstanding. It exhibited ornamental shrubs in a manner which made it possible for the homeowner to look at them closely and to read the well-marked labels, which gave such further information as name, type of plant, preferred soil, exposures and temperatures required, flowering habits and color of flowers and foliage. The exhibit was designed by Douglas Baylis, Fiesta Designer, and erected under the supervision of Hubert Plath, H. Plath & Sons, San Francisco.

Exhibits by retail ornamental nurseries in the bay area were numerous and were of excellent design and workmanship.

Blue Ribbon Winner

The Christensen Nursery, Belmont, had an exhibit that won several blue ribbons. Designed to show an extensive acreage, it was divided into an area for entertaining large groups, another for lounging or sun bathing and other secluded areas for relaxation. Plants used ranged from small annuals and heather to large trees, such as redwoods, maples and citrus, set off by low-growing coniferous evergreens. Geraniums played a large part in furnishing color.

The California Nursery Co., Niles, used a long narrow area to great advantage. A flagstone walk ran the full length of the area. The backdrop was composed of espaliered citrus, along with fuchsias and cedars. The foreground featured low-growing evergreens, fuchsias and tuberous-rooted begonias.

The Orchard Nursery & Supply, LaFayette, had an indoor exhibit that featured the firm's specialty of African violets. These were displayed on tiered racks that formed a background for a group of stone vases filled with lilies, roses, carnations and gladioli. In the foreground were labeled specimen plants of violets interplanted with maidenhair ferns and other green foliage plants.

The Floral Arts Nursery, San Francisco, backed its patio exhibit with maples, redwoods and tall-growing ferns. In the foreground of the patio were plantings of tuberous-rooted begonias, potted chrysanthemums and masses of coleus.

Waterfall Featured

The exhibit of the East Bay Nursery, Berkeley, featured a waterfall that cascaded over rocks from the top of the building. On either side of the waterfall and the stream that

[Continued on page 71]



Modern furniture on a platform of old timbers made interesting contrast in this garden spot containing a pool, a background of espaliered plants and a foreground of low-growing evergreens, designed by the California Nursery Co., for San Mateo fair.

Merchandising, Landscape Ideas, Research, Mississippi Topics

By C. O. Box

Florists and nurserymen from all parts of Mississippi and many from other states attended the Mississippi Florists' and Nurserymen's Association's annual meeting August 3. The convention site on the beautiful Gulf coast at Biloxi, Miss., was ideal for four days of fun and learning. In addition to fine entertainment and exhibits, a design school for florists and a growers' school for nurserymen were conducted.

Election

Officers for the following year were elected as follows: President, Foster Dugan, Wayside Farms, Yazoo City; vice-presidents, Joseph Steinwinder, Gulfport, and Joseph Reeves, Meridian, and secretary-treasurer, C. O. Box, Mississippi State College.

The growers' session was directed by A. F. Pearson, Jr., nurseryman of Indianola, Miss., and C. O. Box, of the horticulture department, M. S. C. Roy Moseley, student at M. S. C. and recipient of a scholarship given by the association, began the session with a discussion of irrigation methods for seed flats. He emphasized the need for pasteurization of the seeding medium, either by steam or chemical, as a precaution against organisms detrimental to germinating seeds. A porous medium was recommended to facilitate adequate drainage and air movement. Several methods of irrigation had been tested by Mr. Moseley and these included subirrigation, alternating mist, fogging with a fog nozzle and surface irrigation with a watering can or similar device. Best results were obtained by subirrigation, according to Mr. Moseley.

Practical Landscaping

Ed Martin, Jr., landscape architect at M. S. C., pleased the group with an interesting presentation on "Ideas in Landscaping." Mr. Martin described easy and practical methods of patio and walk construction with brick, flagstone and blocks. He suggested subgrading, with sand or fine gravel for the finish grade. The surface material can then be laid out with a desired pattern and dry mortar applied in the crevices. The surface should then be swept clean and the mortar thoroughly moistened by a fine mist of water.

He warned against the possibility of the mortar's sinking too much and suggested as a solution the use of premoistened mortar of the consistency of wet sand. A disadvantage, however, is the possibility of staining the surface material. Mr. Martin described a method of cleaning stained brick by the use of muriatic acid mixed one part to six parts of water and brushed over the surface. He stated that even though plants usually are the major materials in landscaping, few good designs are executed without the aid of structural features. These are often expensive, but the expense may be lessened by applying types of construction as outlined.

Bird baths, pools and many other features are often used inappropriately, stated Mr. Martin, and every precaution should be used not to destroy a good design with them. He suggested that various levels be incorporated in the development of an area if possible and that these areas be connected by steps. No walk should be less than 42 inches in width for good appearance and comfort in walking.

Mr. Martin recommended the use of creeping junipers and hemero-

callis and other perennials in rock gardens, rather than small flowers, where maintenance is a problem.

Fence Effects

Small areas can be made to appear larger with fences, stated Mr. Martin. A good design can be had by offsetting 12 to 18 inches at 25-foot intervals. A similar effect can be achieved, he said, by the use of a larger fence behind a small one. Plants, including trees, growing between these fences give the effect of distance. The area between can also be used as a screened service area.

The effectiveness of espalier plants against solid walls was described, as well as the interesting shadow effects of louvered fences. He suggested more use of night lighting in the landscape. A series of slides was shown, with interesting points of good and poor design being pointed out.

Featured on the program was Don West, of the Verhalen Nursery Co., Dallas, Tex. Mr. West spoke on merchandising of ornamental plants. He emphasized the fact that the nursery profession is one of the oldest and most honorable, dating back for centuries.

Mr. West stated that the term "merchandising," a practice long known by men of other businesses, is relatively new and vague to persons of the nursery trade. The word merchandising was defined by him as "a force that stimulates profitable movement of goods into the hands

[Continued on page 65]



Participants in the growers' school at the recent meeting of the Mississippi Florists' and Nurserymen's Association at State College; left to right (seated), A. F. Pearson, Jr., Indianola, Miss.; Don West, Verhalen Nursery Co., Dallas, Tex.; Douglas Johnson, and C. O. Box; (standing) H. E. Quimby; Roy Moseley; S. A. McInnis; Moss Point, convention chairman, and Ed C. Martin, Jr. All are of Mississippi State College unless otherwise stated.

Maryland Group Tours Garden Centers

By Harry William Dengler

A perfect summer day, informality, good food and a well-planned tour combined to make a full success of the annual summer meeting of the Maryland Nurserymen's Association. The affair, held August 7, attracted nearly 200 nurserymen, wives and guests.

The meeting began with a morning visit to the J. H. Burton & Sons self-service garden center, Hyattsville, where John Burton and sons Ted, Bill, Ronny and David provided coffee and doughnuts. This food was especially welcomed by the nurserymen who had traveled some distance to arrive in time for the tour.

Find Numerous Changes

The visitors found considerable changes and improvements had been made at the Burton center since the account of this establishment first appeared in the October 15, 1950, issue of the American Nurserymen. Each side of the leg of the T-shaped main building now has a flagstone, awning-covered terrace for outdoor storage and display. To the left, in front of the shop itself, are placed the movable items, such as wheelbarrows, tools, grilles, mowers, spreaders and the like. On the right, in front of the conservatory, are placed concrete or wooden flower boxes and urns, trellises, plant tubs and similar heavy objects which need not be brought indoors each night for protection.

The entire area in front of the building now has a macadam surface. The parking lots on both sides of the paved strip have had several layers of crushed stone added to cover the gravel which was inconvenient to walk upon. To handle the increased volume of business, the former gift display room has been largely converted to a cashier's office.

Bulk Goods Salesroom

What formerly was a 45x65-foot lath house has now been closed in and floored for storage and sales of fertilizers, lime, vermiculite and other bulky goods. This section is divided into two large rooms—one for display of the bulky, heavy and relatively dirty items and the other for odds and ends and off-season items. A unique arrangement of sliding overhead garage doors on two sides of one of these rooms permits rapid unloading and cleaning-up, in addition to providing more entry

facilities for customers and employees. All doors are kept open during favorable weather.

Behind the conservatory is a paved area for the outdoor storage of baled and loose peat moss, rotted manure and topsoil, with a mixing bench. There also are flagstones and plain and colored patio paving blocks. While this area is accessible to the main building, it is relatively hidden and shows skillful handling of unattractive but necessary items of the nursery trade.

What formerly was the nursery superintendent's living quarters at the rear of the building is now the main office of the landscape department of J. H. Burton & Sons. This area has been landscaped. All the paved areas slope gently away from the buildings for drainage.

New Lath House

A new lath house, approximately 50x150 feet and nine feet high, has been erected south of the main building, fronting directly on Ager road and the main parking lot. The top is of upright 2x6's, spiked and bolted to creosoted telephone poles set in the ground and cut to the proper height. The covering is of treated snow fencing. No vertical braces are used, but end horizontal diagonals provide adequate bracing.

The lath house contains 36 raised, heeling-in beds, each 8x15 feet, with 2x9's spiked at the ends and painted green. The paths between the beds running lengthwise are five feet wide, to provide space for heavy travel and operation of a battery-powered motor carrier for heavy plants. Crosswise paths are only four feet wide. Wood chips are used for the paths, because of their moisture retentive properties. Mr. Burton finds that chips are easier than gravel on the customers' feet.

A 3-foot Chain Link fence separates the lath house from the parking lot. To break the drabness of the creosoted posts facing the road, two green trellises, each consisting of two risers about 15 inches wide, with horizontal spacers four and a half inches apart, are nailed diagonally to each of the uprights adjoining the parking lot. Hanging between each midsection of the lath roof between the uprights are simple green and white oval-shaped signs, lettered with some of the items for sale at the self-service center. A larger sign

in the center identifies the business as belonging to J. H. Burton & Sons. Two rows of nine lights, each hanging from the ceiling, provide adequate evening illumination.

An overhead irrigation system is used to water the plants in the beds. This is turned on when needed and no customers are present. Plants in the beds are given foliar feeding at intervals. All plants are labeled with large, easy-to-read tags at waist height. The label uprights are of strap iron, with a 4x6-inch white metal sign at the top. The plant names and prices are marked on in black. Larger signs are used where needed.

Small's Garden Center

The second stop of the day was at Small's Garden Center, Chevy Chase. Here Carl Orndorff, manager of the shop, a former president and currently treasurer of the Maryland Nurserymen's Association, served as host.

John H. Small, founder of the firm, came to the United States from England in 1849, having been head gardener for Queen Victoria at Frogmore Gardens. In 1855 Mr. Small built his first greenhouse at Georgetown, a suburb of Washington, D. C. In 1886 he opened a flower shop at Washington that was moved in 1924 to its present location at Du Pont circle. This city shop consists of five departments, including gifts, flowers, supplies and a complete landscape planning and planting service.

The expansion of the landscape service in 1925 made necessary the development of a 200-acre nursery at Norbeck, Md., where the firm's present evergreen, shade tree and shrub needs are still grown. Two great-grandchildren now serve as directors, while John H. Small III, a graduate landscape architect of Cornell University, is the present president of the corporation.

All of Small's plants, such as snapdragons, gladioli, mums, perennials and house plants, are grown on 12 acres at the Chevy Chase center. There are two houses of house plants and one solely for display. In all, there are seven greenhouses, one propagating house and seven lath houses on the three small properties.

A full line of plants, gifts, garden tools, seeds, bulbs and supplies are

[Continued on page 22.]

Civic Project

Improves

Public Relations

Iowa and Illinois Nurserymen Combine

To Landscape City Hall in One Day

By Ben Storjohann

The Iowa-Illinois Professional Landscape and Nurserymen's Association, a group of landscape men and nurserymen from the cities of Davenport, Ia., and Rock Island and Moline, Ill., and surrounding areas recently undertook a public relations program to make the Iowa-Illinois communities more beautiful through proper landscaping.

The first project was the landscape development of the Davenport City Hall. The grounds about the City Hall had become unsightly and consisted only of a privet hedge around the building, with a poorly kept lawn in front. The situation was such that one good citizen made the remark to Mayor Walter Buese that the county jail was much better landscaped than was the City Hall. Fortified with this viewpoint from interested citizens, Mayor Buese and the city council allocated approximately \$1,000 for the replanting project.

Requests for bids were circulated by the city, with the request that

individual nurserymen furnish a plan and specifications, together with a quotation on the proposal. Inasmuch as no bids were turned in by the deadline set—largely due to the fact that the local nurserymen were not interested in bidding in this manner—the Iowa-Illinois Nurserymen's Association recommended to the city council that it should let the association expend the money for landscaping and make the effort a community project to stimulate interest in better landscaping. The proposal called for the city to underwrite the purchase of the plant materials at cost from the association members, with the association providing all labor to install the material without cost to the city. The city fathers approved the plan, and May 15 was selected as the date for carrying out the work.

It was planned to accomplish the project in one day. Shown in illustrations are the City Hall as it appeared the morning the project



Nurserymen who took part in a cooperative project to improve the landscaping of the City Hall at Davenport, Ia. They are, left to right, William Mast; C. A. McCrory, of Mast's; W. I. Huddleston, of Platt's Landscape Nursery; George Scherer; Ben Storjohann; Mike Hansen, and Lloyd G. Platt.

was started and again the evening of the same day after completion of the work. The project included bringing the ground level down four to six inches to a new grade, preparing planting beds, installing the new plant material and sodding the lawn.

Plant materials used included flowering dogwoods, upright yew and Hicks yew as specimen plants, spreading yew in the foundation planting, Euonymus vegetus as the covering for the wall and Euonymus coloratus as ground cover, Hatfield yew as a hedge along the front walk and, to add immediate color, geraniums and sweet alyssum among the ground cover plants.

Announcements in the local newspapers invited people to witness the work. The project was set up so that each nurseryman participating would furnish two men and a truck and such small tools and other equipment as were necessary.

The committee appointed to undertake the project included Lloyd



Before



After

Pictures taken before and after landscaping of the City Hall at Davenport, Ia., a public relations project carried out by members of the Iowa-Illinois Professional Landscape and Nurserymen's Association.

G. Platt as chairman, Ben Storjohann, William H. Mast and Neal Rohlfs. Neal Rohlfs acted as public relations chairman.

Other nurserymen participating included George Scherer and John Musick, Rock Island; Mike Hansen, Long Grove, Ia., and Corliss Ingels, Lafayette, Ill. Local newspapers and radio and TV stations were cooperative in covering the project and gave full recognition to the Iowa-Illinois Professional Landscape and Nurserymen's Association.

Festivities

To add to the festivities of the day, school girls presented roses to all visitors to the project. Offices in the City Hall were also presented with roses from the nurserymen's association. A small pamphlet describing the association and its service to the community was given each visitor. Coffee and doughnuts were served to visitors from a colorful stand erected in the street in front of the City Hall. Cooperating in the serving of refreshments were the Davenport Association of Plumbing Contractors, which installed an underground lawn sprinkler system as a part of the project.

Ceremonies to start the landscape work were held with Davenport's Mayor Buese planting the first tree and city aldermen looking on. Photographers and TV cameras were on hand for the opening ceremonies, and additional pictures were taken during the day to show the progress and to be used later to publicize the work of the association.

Tie-In Project

Fortunately, the project was undertaken simultaneously with one sponsored by the Davenport chamber of commerce called "Operation Home Improvement." This planting project was seized upon as the outstanding event of the "Operation Home Improvement" and thus was given added emphasis by the cham-

ber of commerce through the newspapers, radio and TV. In connection with this project, some of the publicity material used was furnished by the public relations department of the A. A. N.

This landscape effort served to obtain a better understanding and relationship among the nurserymen themselves after having worked together and has made the mayor and city officials proud of their City Hall. It also showed the public the real value of good landscaping and drew many favorable comments.

The Iowa-Illinois Professional Landscape and Nurserymen's Association was organized in 1956. The officers are Lloyd G. Platt, president; Ben Storjohann, vice-president; George Scherer, secretary; C. A. McCrory, treasurer, and Neal Rohlfs, public relations chairman. Dinner meetings are held each month, with an out-of-town guest speaker.

IOWA LANDSCAPE AWARD

Landscape of the grounds about the headquarters of the Eastern Iowa Light & Power Cooperative, a unit of the R. E. A. at Wilton Junction, Ia., gained an award for client and planter in the 1957 industrial planting competition of the American Association of Nurserymen. The project was agreed upon by the management as the most effective step in a program to make the establishment outstanding in the state, and was planned and executed by Platt's Landscape Nursery, Davenport, Ia.

Plantings emphasize the strong horizontal lines of the building, shown in an accompanying illustration, yet a natural effect is achieved. The structure faces north, lending itself to the use of broad-leaved evergreens and yews. Euonymus vegetus was planted to form a wall cover about the R. E. A. insignia, giving

it emphasis. Upright evergreens were incorporated with lower plant materials elsewhere along the frontage.

Adjoining storage facilities, fenced in with a Chain Link barrier, are fronted with a border of the better, slower-growing shrubs, including dwarf, winged euonymus. Shade trees in the open lawn area are mainly oaks, with an occasional maple. Areas between the walks and the building are planted with a ground cover, big-leaved wintercreeper.

Plantings were used to make the building appear farther from the main highway than is actually true and also to mask the floodlight installations that illuminate the building and entire grounds. Parking areas were made less conspicuous by the use of appropriate plant material.

The reaction of thousands of customers of the cooperative has been highly favorable, and many of them have expressed a desire to use the same materials in their home plantings. The plant site has been pointed out repeatedly as an example for other associated establishments. Employees, too, have expressed real gratification regarding the grounds and have also inquired about using similar plants for their homes.

PLANT PATENT BOOKLET

The American Association of Nurserymen announced in a recent news letter that its publication, "Plant Patents, Common Introductory Names, 1 through 1542," is now available in a limited edition. The directory lists every plant patent granted from 1931 through 1956, providing dates on which patents were granted, owners, assignees, genera and introductory names. Also included is a separate list grouping all 1,542 patents alphabetically by variety and common introductory name.



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Laurocerasus officinalis
(English Laurel)
Elaeagnus fruitlandi
Elaeagnus simoni
Euonymus, small-leaved
Euonymus coloratus
Euonymus patens
Ilex crenata Biloxi
Ilex crenata convexa
Ilex rotundifolia
Ilex cornuta burfordi
Ilex Foster's Hybrid No. 2
Ilex cornuta femina
Ilex glabra
Ilex opaca, seedlings
Ilex opaca Arden
Ilex opaca Croonenburg
Ilex opaca East Palatka
Ilex opaca howardi
Ilex opaca Hume No. 2
Ilex vomitoria
Ilex vomitoria, dwarf
Jasminum floridum
Ligustrum lucidum nana
Ligustrum Suwannee River
Loropetalum chinense
Magnolia glauca
Magnolia grandiflora
Nandina domestica
Photinia serrulata
Viburnum burkwoodi

DECIDUOUS TREES

Cornus florida
Cornus florida rubra
Euonymus alatus compactus
Magnolia nigra
Magnolia rustica rubra
Magnolia soulangeana

CONIFERS

Arborvitae, orientalis Baker
Arborvitae, orientalis Blue Cone
Arborvitae, orientalis Bonita
Arborvitae, orientalis excelsa
Arborvitae, orientalis newarki
Arborvitae, fruitlandi
Arborvitae, American globosa
Arborvitae, American globosa
compacta erecta
Arborvitae, Pyramidal American
Arborvitae, Dark Green American
Cypress, Blue Lawson
Juniper, Andorra
Juniper, chinensis procumbens
Juniper, excelsa stricta
Juniper, communis fastigiata
Juniper, hetzi glauca
Juniper, pfitzeriana
Juniper, pfitzeriana compacta
Juniper, pfitzeriana nana
Juniper, virginiana repandens
Juniper, sargentii
Juniper, sabina
Juniper, chinensis Sylvestris
Juniper, sabina vasehron
Juniper, sabina vasehron,
sheared globes
Juniper, sabina vasehron,
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COMING EVENTS

MEETING CALENDAR

September 3 to 5—Oregon Association of Nurserymen, summer convention, Gearhart hotel, Gearhart, Ore.

September 5 and 6—Kansas Association of Nurserymen, J. H. Skinner Nursery Co., Topeka, Kan.

September 8 to 10—Arkansas Nurserymen's Association, annual convention, Mather Lodge, Petit Jean state park, Morrilton, Ark.

September 17 to 19—California Association of Nurserymen, annual convention, Miramar hotel, Santa Barbara, Calif.

September 27 and 28—Louisiana Association of Nurserymen, annual convention, Blackham Coliseum, Louisiana State University, Baton Rouge.

October 1—Montana-Wyoming Nurserymen's Association, annual meeting, Montana State College, Bozeman.

October 3—Connecticut arborists' short course, University of Connecticut, Storrs, Conn.

October 18 to 20—20th annual Texas Rose Festival, Tyler, Tex.

October 23 to 25—American Horticultural Congress, 12th annual congress, Albany hotel, Denver, Colo.

October 24 to 26—Plant Propagators Society, annual meeting, Wade Park Manor, Cleveland, O.

ANNOUNCE C. A. N. PROGRAM

The program for the annual convention of the California Association of Nurserymen, to be held September 17 to 19 at the Miramar hotel, Santa Barbara, schedules a meeting of the state board of directors for Monday, September 16, the day preceding the general convention. The program continues as follows:

TUESDAY, SEPTEMBER 17

Welcome address, by Mayor Floyd Bohnett of Santa Barbara.

Response, by C. A. N. president, David L. Cunningham, Chino.

State president's address and report.

Report of the executive secretary, Elmer J. Merz, Sacramento.

Address by Dugald Gillies, consultant for the state senate interim committee on licensing businesses and professions.

Committee reports.

Luncheon, Miramar room. Keynote speaker, Senator William F. Knowland.

Report of state board of directors.

Tea and fashion show for the ladies, 3:30 p. m.

Dancing and entertainment in the evening, in the Miramar room.

WEDNESDAY, SEPTEMBER 18

American Association of Nurserymen breakfast, Montecito room.

Golf tournament, Montecito Country Club.

Sight-seeing and visits to nurseries.

Cocktails and barbecue luncheon, at Kallman's Nurseries, Santa Barbara.

Baseball game: Northern California

[Continued on page 22]

Keeping its promise...



Dr. J. M. Burkhardt of Olympia, Washington, with the Pink Favorite rose that won him the Grand Sweepstakes at the Portland Rose Show in June, 1957. Pink Favorite was hybridized by Gordon Von Abrams of Peterson & Dering.

Available from P&D or the following nurseries
who grow all or part of these varieties:

ARP NURSERY • BOSLEY NURSERY • C. R. BURR & CO., INC. • CONSOLIDATED NURSERIES, INC. • ILGENFRITZ NURSERIES CO.
GERALD K. KLYN, INC. • MAYWOOD ROSE NURSERY • MENTOR ROSE GROWERS, INC. • MOUNT ARBOR NURSERIES • PARAMOUNT NURSERIES
ROSEWAY NURSERIES • SHENANDOAH NURSERIES • VAN HEVELINGEN NURSERY • WAYSIDE GARDENS • MELVIN E. WYANT



H. T. ROSE

PINK FAVORITE

Pat. No. 1523

Long, pointed buds of deep rich pink. New type glossy, disease-resistant foliage.

"Most promising pink rose in many years," a famous rose grower said last year of Pink Favorite. And this year it seems to be keeping its promise . . . adding the Grand Sweepstakes, the "best three" and "best five" awards of the Portland Rose Show to the Gold Medal and other honors it has already won.

The demand for Pink Favorite continues to surprise us. Last year we ran out early, but this season we hope to supply everyone. Orders placed now will be certain of delivery.

EASTERN NURSERYMEN: For listings and quotations, contact:
Frank C. Donovan, 130 East 23rd Street, Euclid, O.

OTHER P&D INTRODUCTIONS

ENCORE. (Pat. Applied For) New floribunda of silver-pink. P&D disease-resistant foliage.

BURNABY. (Pat. No. 1314) Hybrid tea of rich empire yellow. Gold Medal Winner, United States and England.

THE DUKE. (Pat. No. 1522) Red-gold bi-color hybrid tea. Highly rated at 9.0.

AMY. (Pat. No. 1455) Hardy floribunda of rich satin-pink.

FORT VANCOUVER. (Pat. No. 994) Fragrant hybrid tea of light clear pink.



Oregon's Best Source of Good Roses

liners that live TRADE MARK

... and Grow!

Better stands. Pot plants have a better root system and stand the shock of transplanting better than bare-root stock.

Better growth. Pot plants start off quicker and make a better first season growth; thus they are ready to market sooner.

You can plant later. Pot plants can safely be set out in the field much later than bare-root stock. This gives you more planting time in your busy season. With irrigation you can plant nearly all summer. Plan now for next spring's planting!

SHRUBS

	Each Per 100	Each Per 1000		Each Per 100	Each Per 1000
Berberis (Barberry)			Lonicera (Bush Honeysuckle)		
Mentorensis, 2 1/4-in. pots	\$0.25	\$0.20	Morrowi, 2 1/4-in. pots	\$0.18	\$0.16
Buddleia (Butterfly Bush)			Wheeling, 2 1/4-in. pots	.18	.16
Alternifolia, 2-in. pots	.18	.16	Philadelphia (Mock Orange)		
Callicarpa (Beautyberry)			Avalanche, 2 1/4-in. pots	.18	.16
Dichotoma, 2 1/4-in. pots	.18	.16	Belle Etoile, 2 1/4-in. pots	.18	.16
Chaenomeles (Flowering Quince)			Coronarius, 2 1/4-in. pots	.18	.16
Lagenaria, Glowing Ember, layers	.12	.10	Enchantment, 2 1/4-in. pots	.18	.16
Colutea (Bladder Senna)			Mont Blanc, 2 1/4-in. pots	.18	.16
Arborescens, 2 1/4-in. pots	.18	.16	Virginalis, 2 1/4-in. pots	.18	.16
Desmodium			Physocarpus (Ninebark)		
Penduliflorum, 2 1/4-in. pots.	.20	.18	Opulifolius nanus, dwarf, 2-in. pots	.18	.16
Deutzia			Prunus		
Corymbosa (Himalaya Deutzia), new, 2 1/2-in. pots	.18	.16	Besseyi (Hansen Bush Cherry) 12 to 18 ins., S.	.07	.06
Euonymus			Tomentosa, 12 to 18 ins., S.	.10	..
Europeaus, 2-in. pots	.18	.16	Rhus (Sumac)		
Forsythia (Golden Bell)			Aromatic (Fragrant Sumac), 12 to 18 ins., S.	.07	.06
Arnold's Giant, 2 1/4-in. pots	.20	.18	Salix (Willow)		
Fortunei, 2-in. pots	.18	.16	Discolor, 2 1/4-in. pots	.18	.16
Intermedia spectabilis, 2 1/4-in. pots	.18	.16	Sambucus (Elder) Canadensis aurea, 2 1/2-in. pots	.18	.16
Lynwood Gold, 2-in. pots	.20	.18	Spiraea		
Spring Glory, 2-in. pots	.20	.18	Anthony Waterer, 2-in. pots	.19	.17
Hypericum (St. John's-wort)			Arguta, 2-in. pots	.18	.16
Kalmianum, 2 1/4-in. pots	.20	.18	Fruebeli, 2 1/4-in. pots	.18	.16
Kolkwitzia (Beauty Bush)			Japonica coccinea, 2-in. pots	.20	.18
Amabilis, 2 1/4-in. pots	.22	.20	Mongolica, 2-in. pots	.18	.16
Ligustrum (Privet)			Prunifolia flora-plena, 2-in. pots	.18	.16
Amurensis, 12 to 18 ins., from soil beds	.06	.05	Thunbergi, 2-in. pots	.18	.16
Lonicera (Bush Honeysuckle)			Viburnum		
Clavey's Dwarf, 2 1/4-in. pots	.22	.20	Opulus sterile, 2 1/4-in. pots	.18	.16
Fragrantissima, 2 1/4-in. pots	.18	.16			
Korolkowia floribunda, 2 1/4-in. pots	.18	.16			

FOR FALL, 1958

Place your orders now to avoid disappointment later on when some varieties will be sold out. Many of the potted liners are available for immediate shipment. Reservations should be made.

VINES

	Each	Each	Per 100	Per 1000
Celastrus (Bittersweet)				
Scandens (fruiting strain), 2-in. pots				\$0.18
Prunus				
Euonymus				
Fortunei coloratus, 3-in. pots	.30			
Fortunei coloratus, 2 1/4-in. pots				.20
Lonicera (Honeysuckle)				
Japonica halliana, purple- leaved, 2-in. pots				.18
Redgold (Tellmanniana), 2 1/4-in. pots				.20
Semperfervens Dreer's, 2-in. pots				.18
Semperfervens, yellow, 2-in. pots				.18
Polygonum				
Reynoutria, 2 1/4-in. pots				.18

FRUIT TREE SEEDLINGS

	Per 100	Per 1000
Apricot Seedlings		
2 to 3 ft.	\$10.00	\$100.00
18 to 24 ins.	7.00	70.00
Pear Seedlings		
Calleryana		
No. 1, 3/16 to 1/4-in. cal.	6.00	60.00
No. 2, 1/8 to 3/16-in. cal.	5.00	50.00
No. 3, about 1/8-in. cal.	4.50	45.00
Plum, American, Seedlings		
1/4-in. cal. and up	4.50	45.00
No. 1, 3/16 to 1/4-in. cal.	4.00	40.00
No. 2, 1/8 to 3/16-in. cal.	3.00	30.00
No. 3, about 1/8-in. cal.	2.50	25.00

EVERGREEN GRAFTS for Spring, 1958, Delivery

Our grafts are made by skilled workmen using our new up-to-the-minute propagation plant. Minimum order: 25 of any one variety.

JUNIPERUS (Juniper)

(*Juniperus virginiana* understock)

SCOPULORUM

Blue Haven Pathfinder
Chandler Platinum (at \$1.00)
Cologreen Sutherland
Crawford Welch

CHINENSIS

Chinensis
Columnaris, Blue
Columnaris, Green

VIRGINIANA

Iowa
Maneyi
Mascula
Burkii
Canaertii
Cupressifolia
Henryi
Keteleeri
Kosteri Plumosa
Hilli (Dundee)
Manhattan Blue

\$65.00 per 100; \$600.00 per 1000 (300 at 1000 rate)

Other varieties can be grafted if the scions are available.

THUJA (Arborvitae)

(*Thuja orientalis* understock)
Aurea nana Crawford's Compact
Bonita Excelsa

CUPRESSUS (Cypress)
(*Thuja orientalis* understock)
Arizona Garea's Blue
Garea's Green

1958 SPRING, 1958

Now to avoid soon to insure spring delivery on when.

Se sold these do not order less than 25 liners to any one plant. 300 of any immediate variety supplied at 1000 should be.



Aerial view of our modern propagating department.

SHADE AND ORNAMENTAL TREES

Each	Per 100	Per 1000	Per 1000
<i>Prunus</i> (Amur Maple)			
pots	\$25.00	\$200.00	
<i>Prunus americanana</i> (American Plum)			
3 to 4 ft.	\$5.50	\$50.00	
2 to 3 ft.	4.50	40.00	
18 to 24 ins.	4.00	35.00	
<i>Quercus borealis</i> (Northern Red Oak)			
18 to 24 ins.	20.00	150.00	
15 to 18 ins.	12.50	100.00	
10 to 15 ins.	10.00	80.00	
6 to 10 ins.	7.50	60.00	
<i>Quercus palustris</i> (Pin Oak)			
10 to 15 ins.	10.00	80.00	
6 to 10 ins.	7.50	60.00	
<i>Ulmus americana</i> (American Elm)			
12 to 18 ins.	3.00	25.00	
6 to 12 ins.	2.50	20.00	
<i>Ulmus carpinifolia</i> (Buisman Elm)			
2 1/2-in. pots	50.00		
<i>Ulmus pumila</i> (Chinese Elm)			
4 to 5 ft.	12.00	100.00	
3 to 4 ft.	7.50	65.00	
2 to 3 ft.	4.50	40.00	
18 to 24 ins.	3.50	30.00	
12 to 18 ins.	3.00	25.00	
6 to 12 ins.	2.50	18.00	
<i>Zelkova serrata</i> (Japanese Keaki Tree)			
2 1/4-in. pots	40.00		
<i>Maclura pomifera</i> (Osage Orange)			
9 to 18 ins.	3.00	25.00	
10 to 12 ins.	2.50	20.00	
<i>Morus alba tatarica</i> (Russian Mulberry)			
9 to 18 ins.	4.00	35.00	
7 to 18 ins.	3.00	25.00	
5 to 12 ins.	2.50	20.00	
<i>Morus armeniaca</i> (Apricot)			
9 to 3 ft.	10.00	80.00	
9 to 24 ins.	7.00	60.00	

EVERGREENS

Each	Per 100	Each	Per 1000
<i>Juniperus</i>			
<i>Excelsa stricta</i> , 2 1/4-in. pots	\$0.22	\$0.20	
<i>Glauca</i> <i>hetzii</i> , 2 1/4-in. pots	.22	.20	
<i>Kosteri plumosa</i> , 2 1/4-in. pots	.22	.20	
<i>Sabina</i> , 2 1/4-in. pots	.22	.20	
<i>Sabina vonehron</i> , 2 1/4-in. pots	.22	.20	
<i>Taxus</i> (Yew)			
<i>Cuspidata</i> (Japanese Yew)	.22	.20	
2 1/4-in. pots			
<i>Thuya</i> (Arborvitae)			
<i>Orientalis</i> , 10 to 15 ins., S.	.18	.15	
<i>Orientalis</i> , 6 to 10 ins., S.	.12	.10	

BROAD-LEAVED EVERGREENS

Each	Per 100	Each	Per 1000
<i>Buxus</i> (Boxwood)			
<i>Sempervirens</i> , 2 1/4-in. pots	\$0.25	\$0.22	
<i>Cotoneaster</i>			
<i>Divaricata</i>			
2-in. pots		.20	.18
<i>Euonymus</i>			
<i>Fortunei coloratus</i>			
3-in. pots	.30	.25	
2 1/4-in. pots	.20	.18	
<i>Fortunei minimus</i>			
2-in. pots		.25	.20
<i>Fortunei</i> , upright, <i>Sarcococca</i>			
2-in. pots		.25	.20
<i>Pyracantha</i> (Fire Thorn)			
<i>Coccinea</i> (Vincent's Hardy Strain)			
3-in. pots	.25	.22	
2-in. pots	.20	.18	
<i>Coccinea pauciflora</i>			
3-in. pots	.25	.22	
2-in. pots	.20	.18	

PERENNIALS

Each	Per 100	Each	Per 1000
<i>Helianthus Loddon's Gold</i>			
2-in. pots	\$0.18	\$0.16	
<i>Plumbago laretiae</i>			
2-in. pots	.22	.18	
<i>Sedum sieboldii</i>			
3-in. pots	.25	.20	
2-in. pots	.18	.16	

THE WILLIS NURSERY CO.

"Your Wholesale Nurserymen Since 1872"

OTTAWA, KAN.

Phone 25



Brillion
**LANDSCAPE
SEEDER**



Close-coupled to your tractor, the Brillion works close to fences, building foundations . . . moves in and around corners and odd-shaped lots easily.



Instant seed shut-off makes seeding large home projects more practical. The Brillion seeds right up to drives and walks—cuts off seed delivery quickly, positively.



Shallow planting depth of $\frac{1}{4}$ " is controlled by closely spaced roller wheels. University tests show seed germination is best at this depth. The wheels also firm the soil.

**40 times faster than hand seeding
frees 4 men for other work**

Time and labor economies come fast with a Brillion Landscape Seeder. One man . . . one tractor . . . one Brillion do the work of 5 hand laborers—and finish up to 40 hours work in just one.* Brillion gives you exclusive uniform seeding (all seeds $\frac{1}{4}$ " deep in a firm seedbed). And results are exceptionally good. Sturdy, near-perfect stands, even in dry spells when hand sowing often fails. This is a precision machine

that lasts for years, piling up savings on time and seed to make the cost actually low. Straight pull or 3-point hitch models . . . 5' 4" size. Contact your Brillion dealer.

*Write for owners' reports.

Brillion
**IF BRILLION MAKES IT,
IT MUST BE GOOD**

BRILLION IRON WORKS, INC., Brillion, Wis., Dept. SG-17-9.
Please send me prices and literature on the Brillion Landscape Seeder.
Write your name and address in the margin.

nurserymen versus southern California nurserymen, Cabrillo diamond, near Mar Monte hotel.

Dancing and entertainment, Miramar room.

THURSDAY, SEPTEMBER 19

Report of nomination committee.

Address, by Harvey O. Banks, director, California department of water resources.

Question and answer period.

Special reports.

Luncheon, Miramar room. Speaker, W. C. Jacobsen, director, California department of agriculture.

Election of officers for 1957-58.

Selection of 1960 convention city.

President's banquet, with entertainment and dancing.

VIRGINIA HOSTS A. R. S.

At the Chamberlin hotel, Old Point Comfort, Va., the American Rose Society will hold its 58th annual convention, October 10 to 12. Among the featured speakers are E. M. Hall, federal trade commission senior attorney, discussing the nursery industry trade practices; Mrs. Edward Alexander, Newport News, Va., presenting new Japanese developments in the use of roses; Dr. S. M. Emsweller, head of the United States Department of Agriculture's ornamental plant section, outlining the research program being conducted by the American Rose Foundation, and Dr. W. R. Jenkins, plant pathologist, University of Maryland, College Park, discussing nematodes and their control.

C. James Faloon, president of the Rose Manufacturing Co., Beacon, N. Y., and Coahoma Chemicals Co., Clarksdale, Miss., will bring the conventioners up to date on new pesticides. Landscape architect Alden Hopkins will describe the best ways to use early roses. Frederic Heutte, superintendent of the Norfolk, Va., park system, will tell about new ways to propagate plants under mist. C. H. Lewis, Salem, Va., will tell the conventioners how to grow roses from seed and A. C. Barrett, Washington, D. C., will show them how to prune climbing roses.

The rosarians will tour local, public and private gardens during their 3-day stay and visit many historic points of interest in addition to attending, or exhibiting in, the national rose show to be held in the hotel's roof garden October 10.

MONTANA-WYOMING DATE

October 1 has been set as the date for the annual meeting of the Montana-Wyoming Nurserymen's Association, which will be held at the horticulture department of Montana State College, Bozeman. Staff members of the college will be included

BAIER LUSTGARTEN

AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage. Over 200,000 for fall and spring delivery. All sizes from 8 ins. to 3 ft. All B&B.

AMOENA

8 ins.	\$0.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00

SNOW

6 ins.	\$0.50
8 ins.	.75
10 ins.	1.00
12 ins.	1.25

CORAL BILLS

6 ins.	.50
8 ins.	.75
10 ins.	1.00

LEDIFOLIA ALBA

6 ins.	.50
8 ins.	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00

HINODEGIRI

Our Hinos are very dark red.	
6 ins.	.50
8 ins.	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00
30 ins.	6.00
36 ins.	7.50

MAXWELL

8 ins.	.75
10 ins.	1.00

ORANGE BEAUTY KURUME

6 ins.	.50
8 ins.	.75
10 ins.	1.00
12 ins.	1.25

OTHELLO, SALMON BEAUTY, FEDORA and CARMEN

are all the same price.	
8 ins.	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00
30 ins.	6.00
36 ins.	7.50

HINO-CRIMSON

6 ins.	.50
8 ins.	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00

We also have limited quantities of the following varieties: Louise Gable, Favorita, Beethoven, Johann Strauss, Rose Bud, Rose Greeley, Addy Wery and Polaris.

Rooted cuttings of all varieties ready November 1. \$50.00 per 1000 except—Rose Bud, Rose Greeley, Addy Wery, Louise Gable, \$75.00 per 1000.

Buy northern-grown hardy azaleas. Our cuttings are made from plants that have been outdoors, unprotected for the past 15 years. Try them once and see the difference.

Write for Our Catalog for Many Other Items Which We Grow

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Jericho Turnpike, MIDDLE ISLAND, L. I., N. Y.

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Bundle of 15 Musser seedlings, at right, compared with bundle of 15 ordinary seedlings.

As much difference in seed as in common and purebred cattle.

SEEDLINGS AND TRANSPLANTS AT LOW, QUANTITY PRICE

Per 100 Per 1000

• SPECIAL STRAIN SCOTCH PINE

Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color. 2-yr., S., 4 to 8 ins. \$ 7.00 \$ 35.00 4-yr., T., 6 to 12 ins. 20.00 100.00

• MUGHO PINE

4-yr., S., 6 to 10 ins. 10.00 50.00 5-yr., T., 6 to 12 ins. 25.00 125.00

• AUSTRIAN PINE

3-yr., S., 8 to 14 ins. 8.00 40.00

• BLACK HILLS SPRUCE

3-yr., S., 4 to 8 ins. 7.00 35.00 4-yr., S., 6 to 10 ins. 10.00 50.00 4-yr., T., 5 to 10 ins. 17.00 85.00

• NORWAY SPRUCE—Fast-growing

Special strain of our own collection. 2-yr., S., 5 to 10 ins. 7.00 35.00 3-yr., S., 8 to 14 ins. 10.00 50.00 5-yr., T., 12 to 18 ins. 30.00

Excellent understock.

• WHITE SPRUCE

3-yr., S., 8 to 12 ins. 8.00 40.00

• COLORADO BLUE SPRUCE

3-yr., S., 5 to 10 ins. 10.00 50.00 5-yr., T., 8 to 12 ins. 35.00 175.00

• DOUGLAS FIR

3-yr., S., 6 to 8 ins. 10.00 45.00

• AMERICAN ARBORVITAE

3-yr., S., 6 to 10 ins. 8.00 40.00

• CANADIAN HEMLOCK

3-yr., S., 8 to 14 ins. 17.00 85.00

• RED BARBERRY

2-yr., S., 8 to 14 ins. 11.00 55.00 3-yr., S., 12 to 18 ins. 15.00 75.00

• CONCOLOR FIR

2-yr., S., 3 to 6 ins. 10.00 50.00

Per 100 Per 1000

• JAPANESE YEW

Toxus cuspidatae capitata—upright pyramidal
2-yr., S., 3 to 6 ins. \$20.00 \$175.00

Toxus cuspidata—spreading

1-yr., T., 5 to 6 ins. 20.00 150.00
2-yr., T., 8 to 12 ins. 40.00 350.00

Toxus hicksi—upright

1-yr., T., 5 to 6 ins. 25.00 175.00
2-yr., T., 6 to 10 ins. 40.00

Toxus Moon's columnaris

1-yr., T., 4 to 6 ins. 25.00 175.00

Toxus brownii

1-yr., T., 4 to 6 ins. 25.00 175.00
2-yr., T., 6 to 10 ins. 40.00 350.00

Toxus hoffordii—upright

1-yr., T., 4 to 6 ins. 25.00 175.00

Toxus intermedia—spreading

1-yr., T., 4 to 6 ins. 25.00 175.00
2-yr., T., 6 to 8 ins. 40.00 350.00

• JUNIPER HETZI GLAUCA

1-yr., T., 5 to 7 ins. 25.00 200.00

• GLOBE ARBORVITAE

Woodwardi
1-yr., T., 4 to 6 ins. 30.00 250.00

Hovey's
1-yr., T., 4 to 6 ins. 30.00 250.00

• PYRAMIDAL ARBORVITAE—*Compacta*

1-yr., T., 5 to 7 ins. 25.00 200.00

• JAPANESE HOLLY

Ilex rotundifolia
1-yr., T., 5 to 6 ins. 20.00 175.00

2-yr., T., 6 to 8 ins. 30.00 250.00

Ilex convexa

1-yr., T., 4 to 6 ins. 20.00 175.00

• WHITE DOGWOOD

Seedlgs., 12 to 18 ins. 10.00 50.00

Seedlgs., 18 to 24 ins. 13.00 65.00

ORDER NOW!

Write or
Phone 5-5686

Many Other Evergreen Items—Rhododendrons and Azaleas
—Our cold storage permits late shipments—

No charge for packing and boxing.
SEND FOR COMPLETE CATALOG AND WHOLESALE PLANTING
LIST — also famous CHRISTMAS TREE GROWERS' GUIDE.

MUSSER FORESTS

Box 16-1

INDIANA, PENNA.

among the speakers at the meeting, but no further program details are yet available. The Montana-Wyoming Turf Association, which will hold a business meeting at the college September 30, will join the nurserymen at the October 1 meeting.

PLANS SET FOR OREGON

The program for the Oregon Association of Nurserymen's convention, to be held September 3 to 5 at the Gearhart hotel, Gearhart, Ore., schedules registration in the hotel lobby for the evening of Tuesday, September 3. Subsequent sessions, arranged as follows, are to be interspersed with such diversions as swimming, golf, shuffleboard, music and singing:

WEDNESDAY, SEPTEMBER 4

Business session.

Address by "Bud" McGuire, Puget Sound Nursery, Tacoma, Wash., regional director, region VI, American Association of Nurserymen.

Luncheon. Don Ostendorf, First National bank, Portland, speaker.

Business session.

Address by Willard S. Summers, professor of landscape architecture, State College of Washington, Pullman.

"Shipwreck" beach party.

THURSDAY, SEPTEMBER 5

Report on a recent survey of the ornamental horticulture industry in Oregon, by Melvin J. Conklin.

Luncheon. "How to Worry and Like It," by Victor Miller, Northwest Life Insurance Co.

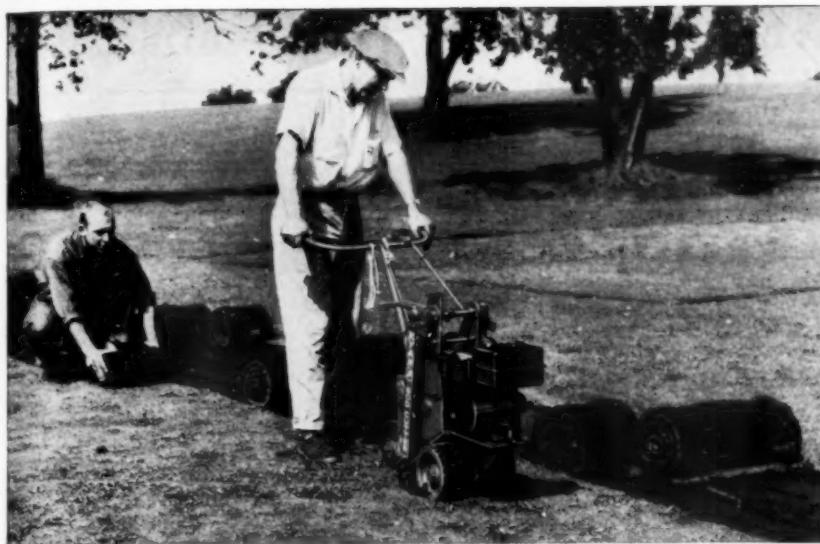
PROPAGATORS' OHIO SITE

William E. Snyder, secretary-treasurer of the Plant Propagators Society, announces that the Wade Park Manor, Cleveland, O., has been chosen as headquarters for the seventh annual meeting of the society. Members and their guests will register October 24 for the event.

NEW address of the nursery business operated by John T. Rule is Box 30, 410 Sears boulevard, Wildwood, Ill. It was formerly Route No. 2, Box 67, Grayslake, Ill.

ROY R. WINTER planned to open the Kirkwood Farm & Garden Market on Kirkwood highway, Marshall town, Wilmington 8, Del., by the end of August.

DISCONTINUANCE of operations of Orchard Hill Nursery, La Crescent, Minn., has been announced by Mr. and Mrs. R. Lindgren. They are now doing business as the Thomsen Nursery & Garden Store, 4720 Hiawatha avenue, Minneapolis 6, Minn., having purchased the nursery from the estate of the late Oluf Thomsen.



New low cost Sod Cutter cuts 4500 sq. ft. of sod per hour

More than ever before, the new, low cost Ryan Jr. Model Sod Cutter equips professional landscape men to profitably handle medium and smaller sod cutting jobs. And as an auxiliary machine, it is ideal to increase sod production during peak demands.

Built to the same precision standards of Ryan heavy-duty Sod Cutters, the Jr. Model cuts 4500 sq. ft. of perfect sod hourly... to the exact thickness you desire.

Its newly designed Super Kut blade with reciprocating action slices cleanly and quickly through finest bents and the toughest rooted grasses — without tearing roots or clogging.

The Ryan Jr. Model also performs other work profitably. With a special tilling blade which operates at 1000 strokes per minute, it loosens and pulverizes hard or compacted soil for resodding or seeding

... and efficiently cultivates between rows of nursery stock.

With special edging blade, it eliminates hand labor in lawn grooming jobs.

This versatility is matched by the engineered dependability that has made Ryan Sod Cutters the choice of more than 90% of the turf growers in the U. S. and Canada. See the Ryan Jr. Model at your nearest distributor — or write us for full particulars.

NEW EDGING BLADE

—eliminates up to 90% of hand labor involved in edging sand traps, flower beds, driveways, etc. Cuts sharp edge 4" wide and up to 3" deep.



HEAVY DUTY SOD CUTTER WITH AUTO-CUT-OFF

This Ryan Heavy Duty Sod Cutter cuts up to 10,000 sq. yds. of sod per day. The Auto-Cut-Off feature automatically measures and cuts off sod at any desired length from 1 to 9 ft. . . eliminating manual cross cutting, fitting and patching. This machine saves 50% of sod cutting costs in time, labor and sod. The Auto-Cut-Off unit can be installed on most other Ryan heavy duty machines.

SEE THESE

Ryan

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ARIZONA: Shaw's Arizona Toro, Phoenix.

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WISCONSIN: R. L. Ryerson Co., Milwaukee.

CANADA

ALBERTA: Burgess Bldg. & Plumbing Supply Co., Calgary.

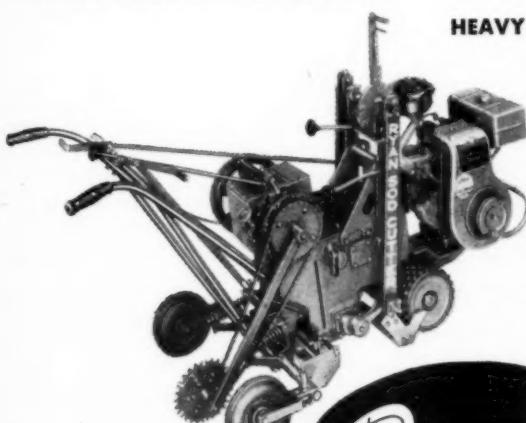
BRITISH COLUMBIA: Power Mower Sales & Service, Victoria.

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ONTARIO: F. Manley & Sons, Ltd., Toronto.

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Ryan

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Company

871 Edgerton Street, St. Paul 1, Minn.

FINER LINER SPECIALS

ADVANCE OFFERINGS

All healthy, first-quality stock, guaranteed to please!

25 at 100 rate, 250 at 1000 rate; less than 25 add 20 per cent.

	Each	Each
	per 100	per 1000
<i>Abelia grandiflora</i> , 1-yr., C., TT., 3-in. pot, 8 to 12 ins.	.50	.25
<i>Acer palmatum</i> <i>Oshio-beni</i> , 2-yr., C., TT., 3-in. pot, 9 to 12 ins.	1.00	.90
<i>Azalea Ghent Hybrids</i> , 2-yr., G., TT., SB, 12 to 15 ins.	1.50	...
orange, orange-red, red and yellow, named hybrids, labeled to name.		
<i>Azalea Lorna</i> (C8G), 2-yr., C., TT., 9 to 12 ins., SB	1.50	...
<i>Ilex aquifolium</i> , male, 2-yr., C., TT., 3-in. pot	1.00	...
1-yr., C., TT., 3-in. pot	.75	.65
<i>Ilex crenata</i> , upright (Japanese Holly)		
<i>Ilex crenata convexa</i> (<i>bulata</i>) (Convex-leaved Japanese Holly)		
<i>Ilex crenata helleri</i> (Helleri's Dwarf Japanese Holly)		
<i>Ilex crenata latifolia</i> (Big-leaved Japanese Holly)		
<i>Ilex crenata microphylla</i> (Little-leaved Japanese Holly)		
<i>Ilex crenata rotundifolia</i> (Round-leaved Japanese Holly)		
Rooted cuttings, 1-yr., T., 6 to 8 ins. (Helleri, 3 to 5 ins.)	.16	.15
2 1/4-in. pot, 6 to 8 ins.	.25	.22 1/2
3-in. pot, C., TT., 6 to 8 ins.	.37 1/2	.35
Plants of 60, 1-yr., T., 6 to 8 ins. \$12.00 (Helleri, 3 to 5 ins. No crenata).		
<i>Ilex opaca pyramidalis</i> (Brilliantissima or Hart's American Holly), 3-in. pot, C., TT., 6 to 12 ins.	.75	.65
<i>Koelreuteria paniculata</i> , S., 6 to 12 ins.	.15	.12 1/2
S., 12 to 18 ins.	.17 1/2	.15
S., 18 to 24 ins.	.20	.17 1/2
<i>Laburnum alpinum</i> , S., 6 to 12 ins.	.15	.12 1/2
S., 12 to 15 ins.	.17 1/2	.15
<i>Laburnum vulgare</i> , S., 6 to 12 ins.	.15	...
<i>Leucothoe catesbeiae</i> , 3-yr., S., TT., 6 to 9 ins.	.40	...
3-yr., S., TT., 9 to 12 ins.	.50	.45
<i>Magnolia stellata</i> , 3-in. pot, C., TT., 12 to 15 ins.	.75	.65
<i>Magnolia stellata</i> Water Lily, 3-in. pot, C., TT., 12 to 15 ins.	.75	.65
<i>Pieris japonica</i> , S., T., flat of 70 to 75, \$9.00.		
3-yr., S., TT., 6 to 9 ins.	.45	...
3-yr., S., TT., 9 to 12 ins.	.60	.55
<i>Prunus laurocerasus</i> <i>schipkaensis</i> (Hardy Laurel Cherry), C., TT., 3-in. pot	.40	.35
<i>Pyracantha coccinea</i> <i>Lowboy</i> , 3-in. pot, C., TT., 9 to 12 ins.	.40	.35
6-in. Mennepot, C., TT., 2 to 3 ft., staked, berried	3.00	2.75
6-in. Mennepot, C., TT., 8 to 3 ft., staked, not berried	2.00	1.75
<i>Taxus baccata</i> repandens, 3-yr., C., TT., 6 to 12 ins., heavy	.60	...
<i>Taxus capitata</i> , upright, fine heavy plants from seed		
4-yr., S., TT., 10 to 12 ins.	.60	.55
4-yr., S., TT., 12 to 15 ins.	.70	.65
4-yr., S., TT., 15 to 18 ins.	.80	.75
5-yr., S., TT., 9 to 12 ins., field rows	.75	.70
6-yr., S., TT., 9 to 12 ins., field rows	.90	.85
6-yr., S., TT., 12 to 15 ins., field rows	1.10	...
<i>Taxus cuspidata</i> , 2-yr., C., T., 6 to 9 ins.	.40	...
2-yr., C., T., 9 to 12 ins.	.45	.42 1/2
<i>Taxus cuspidata</i> <i>densiformis</i>		
2-yr., C., T., 6 to 9 ins.	.45	...
2-yr., C., T., 9 to 12 ins.	.50	...
4-yr., C., TT., 8 to 10 ins., field rows	.75	...
<i>Taxus cuspidata</i> <i>intermedia</i> , 2-yr., C., T., 10 to 12 ins., heavy	.50	...
<i>Taxus cuspidata</i> <i>Vermeulenii</i> , 2-yr., C., T., 6 to 9 ins.	.40	...
2-yr., C., T., 9 to 12 ins.	.45	.42 1/2
3-yr., C., TT., 6 to 12 ins., field rows	.60	...
4-yr., C., TT., 9 to 12 ins., field rows	.75	...
4-yr., C., TT., 12 to 15 ins., field rows	.90	...
<i>Taxus media</i> <i>brownii</i> , 2-yr., C., T., 6 to 12 ins.	.45	...
<i>Taxus media</i> <i>haftfieldii</i> , 2-yr., C., T., 6 to 9 ins.	.40	...
2-yr., C., T., 12 to 15 ins.	.55	...
3-yr., C., TT., 6 to 12 ins., field rows	.60	...
4-yr., C., TT., 9 to 12 ins., field rows	.75	...
<i>Taxus media</i> <i>hicksii</i> , 2-yr., C., T., 10 to 15 ins.	.50	...
<i>Taxus media</i> <i>keiskei</i> , 1-yr., C., T., 6 to 9 ins.	.20	...
2-yr., C., T., 6 to 9 ins.	.40	...
2-yr., C., T., 9 to 12 ins.	.50	...
4-yr., C., TT., 9 to 12 ins., field rows	.75	...
<i>Taxus media</i> <i>Verticalis</i> , fall, narrow, hardy, 2-yr., C., T., 6 to 9 ins.	.45	...
<i>Flushing</i> , <i>Grandifolia</i> , <i>Pyramidalis Robusta</i> .		
<i>Stricta</i> and <i>Viridis</i> (descriptions in catalog).		
Many other FINER LINERS for fall and spring are listed in our new catalog to be ready early September. Send for a copy. We would also appreciate quoting on your want list.		

JOHN VERMEULEN & SON, INC.

SPECIALISTS IN FINER LINERS SINCE 1921

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HYBRID RHODODENDRONS

Evergreens,
Ornamental Trees
and Shrubs

SEPER'S NURSERY

N. Delsea Drive
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GLOBE ARBORVITAE

Specimen Plants

15 to 18 ins., \$1.50 each

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COVER ILLUSTRATION

Betula Pendula Fastigiata

The upright or pyramidal European white birch, *Betula pendula* *fastigiata*, is not commonly found in the landscape or in many nurseries, but it is a rather interesting narrow-appearing tree. The scientific name sounds like double talk, since the species name, *pendula*, indicates that the tree weeps or hangs, and then the varietal name, *fastigiata*, intimates that the tree has an upright branching habit. The tree has also been listed as *Betula pendula pyramidalis*, *B. alba* *fastigiata* and *B. alba* *pyramidalis*.

The side branches grow almost parallel to the vertical main stem or stems to such an extent that a narrow growth habit results, giving a definite columnar appearance. These branches remain in place quite well, but as the tree becomes older, some branches should be tied in position so that winter storms do not destroy the shape. Such a job is not easy, since the branches should not be held too stiffly, which results in breaking. This seems to be the only fastigiate form of birch.

One of the major problems with birches has been the leaf miner, which if not controlled makes one wish that he had never grown or used these trees. Leaf miners, of course, can be controlled with a spray of malathion or lindane as soon as the new leaves are formed. Sometimes succeeding generations in the same year require a similar treatment.

A tree of this narrow appearance is not adaptable to a wide variety of landscape situations nor places where there is excessive wind. A good location may be one between buildings, where there is limited space for plantings. A pleasing effect is attained by placing the subject near an evergreen background to accentuate the white bark of the birch. It cannot be liberally used in the landscape, but there are definite places for this narrow, attractive tree of interesting bark.

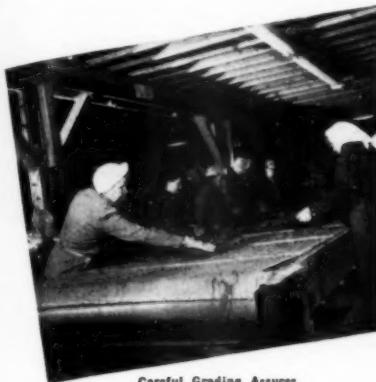
It is doubtful if the tree should be sold for screening, because of its slow growth, expense and inability to cope with the wind. The tree might be placed, for height, off the corners of large buildings, particularly if the planting and aerial spaces are limited. Place the tree so that its entire length will receive at least six to eight (10 is better) hours of sunlight a day. If the base becomes shaded or crowded by small trees, it soon be-

SEPTEMBER 1, 1957

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QUALITY NURSERY-GROWN SEEDLINGS

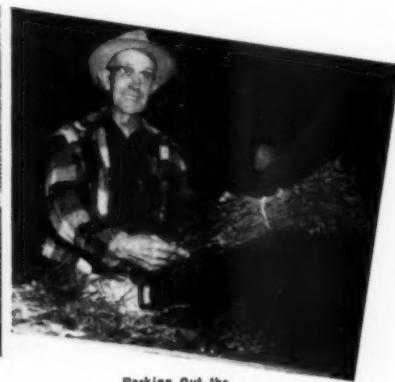
All our seedlings are grown in open beds, with proper irrigation and fertilization. They have good caliper for height. They are shipped fresh-dug or stored under the best modern storage facilities. You will be well pleased with the "catch" you get with our seedlings.



Careful Grading Assures
Uniformity of Plants



30 Acres of Seedbeds at the Beginning
of the Growing Season



Packing Out the
Finished Product

	Each	100 rate	Each	1000 rate
ACER PLATANOIDES (Norway Maple)				
1-yr., 8...	3½c	3c		
2-yr., 8...	6c	5c		
ALBIZIA JULIBRISSEN (Mimosa)				
(Seed gathered from north Missouri trees subject to -10 degrees F.)				
8 to 12 ins...	4c	2½c		
12 to 18 ins...	5c	3c		
18 to 24 ins...	7c	5c		
2 to 3 ft...	10c	8c		
ALNUS CORORDA (Italian Alder)				
12 ins...	7c	4c		
12 to 18 ins...	9c	6c		
18 to 24 ins...	12c	9c		
AMPELOPSIS TRICUSPIDATA				
(Boston Ivy)				
No. 2...	5c	4c		
No. 1, 8...	7c	6c		
CARPINUS JAPONICA				
(Japanese Hornbeam)				
1-yr., 8...	10c	8c		
CELASTRUS ORBICULATA				
(Chinese Bittersweet)				
No. 1, heavy, 18 to 24 ins...	10c	8c		
Heavy, 2 to 3 ft...	15c	12c		
CERCIDIPHYLLUM JAPONICUM				
(Katsura Tree)				
1-yr., 8...	10c	8c		
CERCIS CANADENSIS				
(Redbud)				
6 to 12 ins...	6c	4c		
12 to 18 ins...	7½c	6c		
CERCIS CHINENSIS				
(Chinese Redbud)				
1-yr., 8...	8c	6½c		
CORNUS OFFICINALIS				
(Cornelian Cherry)				
1-yr., 8...	12c	10c		
CRATAEGUS CORDATA				
(Washington Hawthorn)				
1-yr., 8, heavy...	7½c	6c		
CYDONIA (POMO) OLEASTER				
(Dwarf Japanese Quince)				
1-yr., 8, 6 ins. and up...	6c	5c		
ELAEAGNUS ANGSTIFOLIA				
(Russian Olive)				
6 to 12 ins...	3c	2c		
12 to 24 ins...	6c	5c		
EUONYMUS ALATA				
(Variegated Spindle Tree)				
1-yr., 8...	8c	6c		
FAGUS SYLVATICA				
(European Beech)				
1-yr., 8, 6 ins. and up...	11c	9c		
FRAXINUS ORNUS (Flowering Ash)				
6 to 12 ins...	6c	5c		
12 to 18 ins...	8c	7c		
18 to 24 ins...	12c	10c		
GLECHOMA THYMELAE				
(Thymeless Honey Locust)				
6 to 12 ins...	3c	2c		
12 to 18 ins...	5c	3c		
ILEX DECIDUA (Winterberry Holly)				
1-yr., 8, 6 ins. and up...	8c	6c		
JUGLANS NIGRA (Black Walnut)				
12 to 18 ins...	7c	5c		

	Each	100 rate	Each	1000 rate
JUNIPERUS VIRGINIANA				
(Minnesota Strain Red Cedar)				
1-yr., 8...	5c	4c		
KOELREUTERIA PANICULATA				
(Golden Rain Tree)				
6 to 10 ins...	7c	5c		
10 to 15 ins...	10c	8c		
LARIX LEPROLEPIS (Japanese Larch)				
6 to 12 ins...	7c	5c		
12 to 18 ins...	10c	8c		
LILIOPHARUS STYRACIFLUA				
(Sweet Gum)				
1-yr., 8...	10c	7c		
LONICERA JAPONICA				
(Japanese Honeysuckle)				
1-yr., 8...	6c	4c		
LONICERA MAACKII PODOCARPA				
(Almond Honeysuckle)				
6 to 12 ins...	5c	4c		
12 to 18 ins...	10c	7c		
18 to 24 ins...	12c	9c		
MAHONIA AQUIFOLIUM				
(Oregon Holly-Grape)				
1-yr., 8, (approx. 6 ins.)	7c	5c		
MALUS SIEBOLDII				
(Toringo Crab Apple)				
6 to 12 ins...	5c	3c		
12 to 18 ins...	7c	5c		
18 to 24 ins...	8c	6c		
NYSSA SYLVATICA (Black Gum)				
1 to 6 ins...	5c	3c		
6 to 12 ins...	7c	5c		
8 to 12 ins...	10c	7c		
PHELLODENDRON AMURENSE				
(Amur Cork Tree)				
18 to 24 ins...	9c	7c		
2 to 3 ft...	15c	11c		
3 to 4 ft., whips	25c	20c		
PINUS MUGO (Mugho Pine)				
2 to 4 ins...	5c	3½c		
4 to 6 ins...	6c	4½c		
PINUS MUGO MUGHUS				
(True Tyrolean Dwarf)				
2 to 4 ins., heavy, 3-yr...	7c	5c		
PINUS NIGRA (Austrian Pine)				
2 to 4 ins., 2-yr...	3c	2½c		
PINUS STROBOS (White Pine)				
2 to 4 ins., 2-yr...	3c	2½c		
PINUS SYLVESTRIS (Austrian Hills, blue-green type Scotch Pine)				
4 to 6 ins...	3c	2½c		
6 to 8 ins...	5c	3½c		
8 to 12 ins...	7c	5c		
PINUS THUNBERGI				
(Japanese Black Pine)				
6 to 8 ins., 2-yr...	7c	5c		
6 to 12 ins., 2-yr...	9c	7c		
PITTOSPORUM TOBIRA				
(Japanese Pittosporum)				
4 to 6 ins...	6c	4c		
PRUNUS AMERICANA				
No. 1, 3-16 to 1/4-in. cal...	4½c	3c		
1/4-in. cal. and up...	5c	4½c		

	Per 100	Per 1000
PRUNUS CERASIFERA (Myrobalan)		
3/4-in. and up, No. 1...	\$4.20	\$37.00
3/4 to 1 1/4-in. cal., No. 2...	4.00	35.00
2/16 to 3/16-in. cal., No. 3...	3.10	27.00
About 2 1/16-in. cal...	2.30	20.00
PRUNUS MAHaleb		
(Same sizes and prices as Myrobalan.)		
	Each	Each
PRUNUS SEROTINA		
18 to 24 ins...	5c	4c
PRUNUS SUBHIRTELLA PENDUL		
(Weeping Japanese Cherry)		
6 to 12 ins...	7c	5c
12 to 18 ins...	10c	8c
PRUNUS TOMENTOSA		
(Nanking or Manchu Cherry)		
4 to 6 ins...	5c	5c
6 to 12 ins...	7c	6c
12 to 18 ins...	10c	8c
PUERARIA THUNBERGIANA		
(Kudzu)		
No. 1...	5c	5c
No. 2...	5c	4c
RHODOTYPOS KERRIOIDES		
(Jet head)		
6 to 12 ins...	7c	6c
12 to 18 ins...	12c	9c
	Per 1000	
ROSA MULTIFLORA		
(Multiflora Rose)		
8 to 12 ins...		
(This grade sold out.)		
2/16 to 3/16-in. cal...		
(This grade sold out.)		
1 1/2 to 2 1/4-in. cal...		
1 1/2 to 3 1/2-in. cal...		
well-br...		
18 to 24 ins...		
heavy-br...		
3/8 to 1 1/2-in. cal...		
(2 to 3 ft.)		
	10c	60.00
ROSA WICHURAIANA		
(Memorial Rose)		
6 to 8 ins...	7c	5c
8 to 10 ins...	9c	6c
	Each	1000 rate
SYRINGA BULGARICA (Lilac)		
2 to 4 ins...	4c	2½c
4 to 6 ins...	6c	4c
THUJA ORIENTALIS , Northern strain		
4 to 6 ins...	4c	3c
6 to 8 ins...	5c	4c
8 to 12 ins...	7c	5c
	3 to 4 ft.	
	4c	3c
ULMUS GLABRIFOLIA		
(True Chinese Elm)		
4 to 6 ins...	4c	3c
6 to 12 ins...	9c	7c
ULMUS PUMILA (Siberian Elm)		
6 to 12 ins...	1.5c	1.2c
12 to 18 ins...	2.5c	2c
18 to 24 ins...	3c	2.5c
2 to 3 ft...	5c	4c
3 to 4 ft...	9c	7c
VIBURNUM ORIENTALE		
1-yr., 8...	10c	8c
VIBURNUM PRUNIFOLIUM		
6 to 8 ins...	8c	6c
8 to 10 ins...	10c	8c
VIBURNUM TRILOBUM		
(American Cranberry)		
1-yr., 8, (approx. 6 ins.)	7c	5c

Please Note: This list is accurate as of August 15, 1957. Many items will be snapped up quickly, so please book without delay to avoid disappointment.

Plants are tied 25 to the bundle; so please order in units of 25. 25 to 300 take the 100 rate; 300 or more the 1000 rate. Prices are F.O.B. Elsberry—any necessary crates at cost.

All plants offered are grown in our own nursery. None are collected and we broker no plants.



FORREST KEELING NURSERY
ELSBERY, MISSOURI

Hugh Steavenson, Prop.

Tel.: TWInoaks 8-5571



QUALITY LINERS

Ready Now!

	Each	Each
	Per 100	Per 1000
Taxus cuspidata capitata, upright		
From Japanese seeds.		
4-yr., XX, sheared	\$0.65	\$0.60
3-yr., XX	.45	.40
3-yr., X	.35	.32

Taxus cuspidata Green Mountain, new. (Patent No. 1311.) Very fast grower. Our 7-yr. plants measure 44 ins. wide by 24 ins. high and are very compact. Our 3-yr. plants measured August 1, 1957, average 8 to 12 ins. high and almost as broad.	.75	.70
---	-----	-----

2-yr. Taxus grown in 9-in. rows, XX, cutback.

Halloran, Henryi and Brownii	.45	.40
Hatfieldi and Intermedia	.40	.35
Picea omorika (Serbian Spruce), 5-yr., XXX	.65	.60

60,000 Shade Tree Seedlings

Acer platanoides, 1-yr., S., field beds	.12	.08
Gleditsia triacanthos inermis, 1-yr., S., field beds	.15	.10
Quercus palustris, 1-yr., S., field rows	.15	.10

Cash with order please, or 1/3 deposit, balance before shipment.

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CHRISTMAS TREES

Growers: in Vermont and Nova Scotia

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- Guaranteed Quality
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PACHYSANDRA

Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates. Per 1000 for

Per 100 Per 1000 5000 or more

Strong, well-rooted, 1-yr. plants; propagated Prepaid F.O.B. here in same shipment in soil and peat frames with light shade... \$5.00 \$45.00 \$42.50 Available for immediate shipment through December. Shipments anywhere including Canada. Good packing free. A good source of supply.

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Phone: Lakeland 8-5595
SHRUB OAK, N. Y.

comes devoid of leaved branches, a condition which detracts from the tree's best appearance. C. E. L.

SUCCEEDS HOLMES AT J. & P.

Charles R. Cadey, Newark, N. Y., has been named production superintendent for the Jackson & Perkins Co., Newark, according to a recent announcement by Charles H. Perkins, president of the company. Mr. Cadey will assume all the duties and responsibilities of the late Richard L. Holmes. A director of the company, Mr. Cadey has been with Jackson & Perkins since 1939 and has been assistant production superintendent since 1941. Prior to that he worked in the company's Detroit warehouse and in the rose fields at Newark, where he supervised the construction of the 17-acre display rose garden. He is also coordinator of personnel and labor.

During World War II Mr. Cadey served three years with the corps of military police, spending most of his time in Italy and Africa. A member of the Newark Country Club and the B. P. O. E., Mr. Cadey also is a former vice-president of the Newark chamber of commerce. He lives at Newark with his wife, the former Lorraine M. Thompson, and their two sons, Robert Charles, 4, and Jeffrey Scott, 1.

NORTH JERSEY OUTING

Members of the North Jersey Metropolitan Nurserymen's Association met July 10 for a bus trip to the Conard-Pyle Co., West Grove, Pa., and Longwood Gardens, Kennett Square, Pa. Arriving at West Grove at about 11 a. m., the group toured Conard-Pyle's packing establishment and retail store before enjoying lunch at the Red Rose Inn. The early part of the afternoon was spent in the company's rose fields.

Later in the afternoon members of the association were conducted on a tour through the gardens and greenhouses of Longwood Gardens, where the varied plantings excited much interest among the nurserymen. The group started the return trip to north Jersey at about 5 p. m., stopping for supper on the way.

E. S. W.

ROBERT A. NOETHEN is the newly appointed chief propagator at the Cottage Gardens, Lansing, Mich. A recent graduate in ornamental horticulture from Michigan State University, East Lansing, Mr. Nothen has been associated with the nursery for the past three years, while studying at M. S. U.

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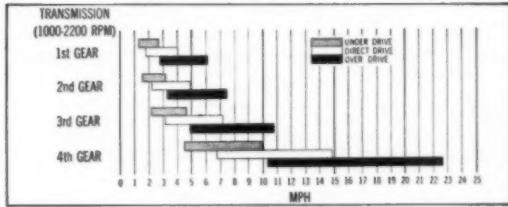
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A better perennial pot for perennials, roses, vines and shrubs. Made of a tough material, with hard, smooth coating inside and out. Solid stapled bottom; openings for drainage.

Height	Top dia.	Per Case of 200	Per 1000	Weight
5-in.	8-in.	\$13.60	\$65.00	325 lbs.
5½-in.	5-in.	8.50	39.50	165 lbs.
6½-in.	6-in.	12.10	56.50	220 lbs.
9½-in.	7-in.	14.50	69.00	355 lbs.

F.O.B. Chicago or East Walpole, Mass.

BIRD PAPER POTS

VITA-POTS: Grow and ship in the same pot—saves labor and leaves root ball undisturbed. Nutrient treatment, so successful in Vita-Bands, now applied to this sturdy resinous pot.

RED POTS: For shipping only. Not recommended for growing. Lightweight and sturdily made to protect root ball from breakage—inner wax coating prevents drying out. A must to preserve top quality of plants in transit.

	Prices per 1000	
	Vita-Pots	Red Pots
2-in.	\$14.60	\$ 8.60
2½-in.	14.95	8.60
3-in.	15.50	8.70
3½-in.	17.40	9.15
4-in.	22.70	12.20
5-in.	25.70	14.70
6-in.	33.40	18.15
	44.10	22.25

F.O.B. Chicago or East Walpole, Mass.

BIRD VITA-BANDS

VITA-BAND D

Contains root growth until grower chooses to let root through band. Only quick, slight pressure is needed to crack band. Do not remove Vita-Band D when transplanting. Band disintegrates in the soil, permitting free growth of roots from time of transplant. Nutrient-treated with quickly available plant food.

VITA-BAND 10

For short growing periods. Will usually contain root growth up to approximately 8 to 10 weeks. Nutrient-treated with quickly available plant food; your judgment determines need for additional feeding. Removed at time of transplant.

VITA-BAND H

New nutrient-treated successor replaces Vita-Band 40. Controls root growth of plants which demand extra-long growing periods.

Price per 1000

	1½x1½ x2½	1¾x1¾ x2½	2x2 x2½	2x2x3 x3	2½x2½ x3	3x3x3	4x4x3	4x4x4
10	\$3.00*	\$4.20*	\$4.80*	\$5.30*	\$6.00*	\$6.00	\$ 9.00	\$11.25
D	\$4.05*	\$4.35*	\$4.50*	\$5.60*	\$6.05*	\$7.05	\$ 9.25	\$11.00
H	...	\$5.00	\$5.95	\$7.10	\$7.65	\$8.50	\$10.45	\$12.90

*Packed 2000 per case. F.O.B. Chicago or East Walpole, Mass.

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New England Outings

CONNECTICUT MEETING

The summer meeting of the Connecticut Nurserymen's Association was held August 7 at the Lake Compounce amusement park at Bristol, Conn. About 125 nurserymen attended, many accompanied by their wives and children.

After dinner, which was served in the ballroom, group singing was led by Dick Van Heiningen, Van Heiningen Nurseries, Deep River; Warren Richards, Clinton Nurseries, Clinton, and Ludwig Hoffman, Ludwig Hoffman Nursery, Bloomfield, association president. President Hoffman then introduced guests and presided at a short business meeting, devoted primarily to a discussion of the quarantine regulations proposed for New York state.

There were numerous informal discussions of the effects of the severe summer drought on nursery stock and landscaping in various sections of the state. Plants grown in nursery areas usually considered wet appear relatively unaffected.

Small transplants and liners set out in areas in which they normally grow satisfactorily without irrigation were severely affected if water was not available in sufficient quantities; some plants died, while others have made little or no growth for this season.

Comparisons of local weather conditions seemed to indicate that eastern Connecticut had received the least rainfall. Persisting winds further contributed to the dry conditions.

The afternoon was devoted to recreational and social activities.

K. B.

MASSACHUSETTS OUTING

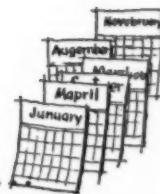
Eighty members and guests attended the Massachusetts Nurserymen's Association summer meeting August 7 at Bartlett Gardens, Hamilton. Cool, dry air from Canada brought pleasant weather during the lunch, which was served in a large open tent on the sales ground.

While no formal business meeting was held, President Frank White, White Landscape Service, Brockton, brought several vital matters to the attention of the members. He disclosed that the candidate for the office of executive secretary, after

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Why *Bird Perennial Pots*? Because they're rugged — yet lightweight. They're long-lasting — yet inexpensive. They reach you completely assembled — with a solid stapled bottom. Hard coating inside and out adds to their durability. Openings in bottom allow proper drainage.

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Heights	Top Diameter	Bottom Diameter	List Price Per Thousand
5"	8"	7"	\$65.00
5 1/2"	5"	4"	\$47.50
6 1/2"	6"	4 1/2"	\$58.50
9 1/2"	7"	5 1/2"	\$69.00

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... cuts time spent waiting on customers?

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sending a letter of acceptance for the post, had declined the position for personal reasons.

After a meeting with members of the Landscape Architects' Association, officials had decided to back a bill for registration by the state if a satisfactory compromise can be worked out.

Seth Kelsey, H. P. Kelsey, Inc., Boxford, announced that the subject for next year's short course would be "Landscape Architecture."

Tours of Bartlett Gardens nursery; Corliss Bros., Inc., Ipswich, and Little Tree Nurseries, Rowley, helped to make the afternoon profitable as well as enjoyable. Several of the more athletic members tested their ability at pitching horseshoes.

SEEDLING GROWERS MEET

Tuesday afternoon, August 6, the Michigan Seedling Growers' Association met during the 11th annual Nursery and Landscape Management Conference at East Lansing, Mich. Paul Armintrout, Armintrout's Evergreen Nursery, Allegan, president of the group, presided. It was reported at the meeting that the officers of the M. S. G., Mr. Armintrout; John Zelenka, Grand Haven, vice-president, and Marion Van Slooten, Van's Pines, West Olive, secretary-treasurer, plus the secretary and executive secretary of the Michigan Association of Nurserymen, met with Walter De Vries, secretary to the speaker of the house of representatives in Michigan, to discuss the status of the proposed conservation department nursery at Jackson. It was learned there is still no definite word on it, even though \$181,000 has been appropriated for it by Congress.

President Armintrout appointed Gordon McCurdy, McCurdy Bros. Nursery, Manton, as chairman of the nominating committee, and John Zelenka as chairman of the legislative committee. The next annual meeting will be held in January, the place and date to be announced later.

FRANK and MARIE SPERKA, operators of a nursery specializing in wildflowers at Route No. 2, Crivitz, Wis., have named the enterprise Woodland Acres Nursery.

OPERATIONS of the Suncrest Evergreen Nursery, Johnstown, Pa., which was owned by the late J. J. Souders, will continue under the management of L. O. Long, manager of the nursery for the past nine years.

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1-yr., No. 1 S.	\$0.10	\$0.07½	\$0.06½	2-yr., S.	\$0.15	\$0.10	\$0.09
<i>Buxus koreana</i>				2-yr., pot. S.30	.28	.25
2-yr., pot	.35	.30	.28	8 to 10 ins. 3-yr., pot. S.60	.55	..
<i>Cotoneaster adpressa praecox</i>				10 to 12 ins. 3-yr., pot. S. ....	.80	.75	..
2-yr., T. ....	.45	.40	.35	4-yr., T. S.	1.00	.85	.75
<i>Cotoneaster divaricata</i>				2-yr., pot. C. ....	.30	.28	.25
2-yr., T. ....	.30	.25	.22	2-yr., from plant bands, C. ....	.30	.28	.25
<i>Euonymus alatus</i>				<i>Taxus cuspidata</i>			
2-yr., pot	.30	.28	.25	2-yr., pot. ....	.30	.28	.25
<i>Euonymus alatus compactus</i>				2-yr., from plant bands. ....	.30	.28	.25
2-yr., pot	.30	.28	.25	3-yr., from plant bands, trimmed. ....	.55	.50	.45
<i>Euonymus vegetus</i>				4-yr., T., trimmed. ....	.70	.65	.60
2-yr., T. ....	.50	.45	.40	5-yr., T., shaped.	1.50	1.35	1.15
<i>Hedera helix baltica wilsoni</i>				<i>Taxus cuspidata nana</i>			
1-yr., pot	.30	.25	.20	2-yr., pot. ....	.30	.28	.25
<i>Hydrangea A. G.</i>				<i>Taxus cuspidata nigra</i>			
1-yr., No. 1	.18	.15	.13	2-yr., T. ....	.60	.58	.55
<i>Ilex convexa</i>				5-yr., T.	1.75	1.60	..
2-yr., pot	.35	.30	..	<i>Taxus densiformis</i>			
<i>Juniper, Pfitzer</i>				2-yr., T. ....	.45	.44	.42
2-yr., pot	.35	.30	.28	3-yr., T. ....	.70	.60	.55
<i>Juniper Grafts.</i> For spring we will have a quantity of top-quality grafts, using 12-in. scions. Standard as well as newest varieties.				<i>Taxus Halliana</i>			
<i>Magnolia stellata</i>				3-yr., T. ....	.55	.50	..
12 to 18 ins., pot	.65	.60	..	<i>Taxus hatfieldi</i>			
<i>Mahonia aquifolium</i>				2-yr., pot. ....	.30	.28	.25
2-yr., T. ....	.16	.15	.14	3-yr., T. ....	.55	.50	..
<i>Malus atropurpurea lemoinei</i>				<i>Taxus henryi</i>			
1-yr., grafts	.28	.25	..	2-yr., T. ....	.45	.44	..
<i>Malus eleyi</i>				<i>Taxus hicksii</i>			
1-yr., grafts	.28	.25	..	2-yr., pot	.30	.28	.25
<i>Malus Profusion, pink</i>				2-yr., from plant bands	.30	.28	.25
1-yr., grafts	.35	.30	..	<i>Taxus intermedia</i>			
<i>Malus scheideckeri</i>				2-yr., pot	.30	.28	.25
1-yr., grafts	.28	.25	..	2-yr., from plant bands	.30	.28	..
<i>Picea moerheimii</i>				<i>Taxus intermedia wiltoni</i>			
1-yr., from grafts	2.00	1.75	..	4-yr., T. ....	.70	.65	..
Winter grafts	1.50	1.25	1.10	<i>Taxus media</i>			
<i>Pyracantha Kasan</i>				2-yr., pot	.40	..	..
4-in. pot	.50	.40	..	3-yr., T., trimmed	.55	.50	..
<i>Pyracantha laalandi</i>				<i>Taxus thayerae</i>			
4-in. pot	.50	.40	..	3-yr., T., trimmed	.55	.50	..
<i>Salix tortuosa</i>				4-yr., T., trimmed	.70	.65	..
1-yr., C., 1½ ft. and up	.22	.20	.18	<i>Taxus wellsmeyana</i>			
<i>Sorbus aucuparia</i>				3-yr., T., trimmed	.55	.50	..
3 to 4 ft.	.55	.48	.45	<i>Thuja globosa</i>			
<i>Tamarix Summer Glow</i>				2-yr., pot	.30	.28	..
1-yr., C. ....	.20	.18	.17	<i>Thuja occidentalis nigra</i>			
<i>Taxus andersonii</i>				2-yr., pot	.30	.28	.25
2-yr., pot	.30	.28	..	<i>Viburnum burkwoodii</i>			
2-yr., from plant bands	.30	.28	..	2-yr., pot	.30	.28	..
<i>Taxus brownii</i>				<i>Viburnum carlesii</i> , spring only			
2-yr., pot	.35	.32	.30	Winter grafts	.50	.45	.40
2-yr., from plant bands	.35	.32	..	<i>Viburnum opulus nanum</i>			
				2-yr., pot	.30	.28	.25
				<i>Weigela vaniceki</i>			
				1-yr., C., heavy	.25	.20	.18

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

FEEDING PLANTS

The feeding or fertilizing of ornamental plants would seem to be a field in which there is room for much more scientific experimentation. There is a wide divergence of views on plant feeding among professionals. Some of their theories are myths that are hardly valid and should be discarded. More alarming is the fact that some of this confusion is reflected in the attitude of the home gardener, whose horticultural ability seems to be poorer than that of the amateur gardener of a generation ago.

The following comments are some random thoughts based on everyday contact with home gardeners. Many of these people, becoming worried about a tree because the leaves show that some insect helped itself to a casual meal or because it displays a few leaf spots, want their nurseryman to recommend a spray. All the while it is perfectly obvious to the plantsman that some plant food, cultivation and watering are the only things required. Perhaps the pesticide manufacturers have been better advertisers than the plant food producers.

I am not one of those who believe that cultural practices will cure all plant diseases and insect infestations, but the practices of feeding and spraying should be close-coupled.

Feeding Effects on Disease

The so-called boxwood decline evident in the plants on the old estates in the east can be treated with some success by feeding. While the treatment has not been used enough to be conclusive, watering the plants with a high-powered liquid fertilizer has shown beneficial effects. I use one pound of instant Vigoro to a barrel of water. If the trouble is caused by the mysterious nematode perhaps the feeding will maintain the plants until the pest subsides.

There is another root ailment caused by a fungus called phytophthora that attacks yews in the east wherever drainage is poor. It also affects several types of plants in the Puget sound area, I understand. At present there is no known fungicide which is effective. Attacked plants first assume an olive green color and then turn progressively more yellow

until they die. While, again, the evidence is not conclusive, several plants affected with this disease have reversed the process when fed synthetic urea fertilizers. The logic is that the fertilizer may be able to maintain the plants until the impeded roots are replaced.

There is much confusion as to the action of fertilizer on normally healthy plants. I recall preparing a bed some years ago for small boxwood root cuttings. The bed was prepared with a tiller, and into it I worked as much as I dared of a fast-acting 4-12-4 fertilizer. The little plants made only the normal top growth, but the surprise came when

I dug up some of the plants, for they made two or three times normal root growth. They did not make unseasonal late growth nor did they make unseasonal early growth the following spring. They did make a fine top growth in the regular season.

Off-Season Feeding

The fear that off-season feeding will cause plants to grow too late in the fall or break dormancy in the spring is hardly logical. In a garden where the soil is rich and fertile and the plants are making optimum growth, they still stop and start that growth according to their normal cycle although ample nutrients are present at all times. Breaking the dormancy of plants is extremely difficult and has been the subject of considerable scientific research. Most of the success in these experiments has come from the use of chemicals other than plant nutrients and from variations of light and temperature.

It has been my own experience, even when using nitrogen in one of

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- Hemlock, dwarf and spreading, 2 to 10 ft.
- Douglas Fir, 4 to 5 ft.
- Norway Spruce, 3 to 5 ft.
- Red Pine, 6 to 10 ft.
- Mugo Pine, 1 to 2-ft. spread
- Azalea nudiflora, 1 to 5 ft.
- Rhododendron carolinianum, 1 to 2 ft.
- Rhododendron catawbiense, 1 to 2 ft.
- Rhododendron maximum, 2 to 4 ft.
- Kalmia latifolia, nursery-grown and collected, 1 to 3 ft.
- **WHITE PINE**, heavy, collected, 5 to 12 ft.
- Betula populifolia, clumps, collected, 6 to 15 ft.
- Quercus borealis, collected, 2 to 4-in. cal.
- Quercus coccinea, collected, 2 to 4-in. cal.
- Amelanchier canadensis, collected, 5 to 10 ft.

LINING-OUT STOCK

All B.R.

- Acer saccharum
- Acer rubrum
- Tsuga canadensis
- Rhododendron maximum

SALESYARD ITEMS

All B&B

- Kalmia latifolia, 8 to 10 ins., 1 to 2 ft.
- Acer saccharum, 1 to 1½-in. cal.
- Tsuga canadensis, 8 to 12 ins.
- Colorado and White Spruce, 8 to 10 ins.

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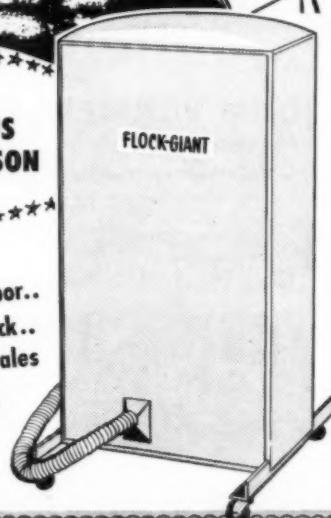


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In varieties, open field-grown, no shade, very stocky plants. Sizes up to 3 feet.

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A very choice, very hardy, low-growing evergreen, with shiny, dark green, convex, boxwood-like leaves. Grows fast the money, up to 2 feet at first year, 3 feet the second. 9 to 12 inches and 4 feet wide. Easier to grow than Yews and can be used in sun or shade. Sells on sight. Grows very dense and contrasts well with other evergreens. Makes the perfect low hedge. 6 to 8 ins. T. 15. 8 to 10 ins. T. 20.

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LITTLE SILVER, N. J.

the readily available forms, that the most pronounced growth comes the year after application and that other fertilizers are often slower. Furthermore, there is a much closer correlation between growth and moisture supply than between growth and fertilizer supply unless, of course, the soil is extraordinarily deficient in nutrients.

Plants seem to be able to maintain their normal growth if readily available plant nutrients can be absorbed by even a small proportion of the roots. This would seem to be true both of small plants that have part of their roots injured, and large trees. My own observation is that large trees can be adequately fed by surface application of fertilizer, most particularly if it can be worked into the top two inches, making unnecessary the process of punching holes in the soil around the tree. I suppose, in reality, ideas about plant feeding are still in the early stages of development.

MARYLAND TOUR

[Continued from page 14]

carried at the Chevy Chase center, which has parking facilities for 75 cars. Most customers are waited on personally. During the busy seasons, all customers are handled in the order they enter the shop. While there are some persons who object to this system, the majority seem to prefer it because of its fairness and impartiality.

Gustin Gardens Viewed

The last stop of the morning was at Gustin Gardens, Inc., Rockville. Conceived, developed and owned by Ray Gustin, this is one of the newest and most beautiful garden centers in the eastern United States.

Covering slightly more than three acres of ground, the establishment was planned for the convenience of the customers. Items may be self-selected or purchased under the guidance of experienced gardeners. The main building is of the Colonial Williamsburg residence-type store style and features seeds, bulbs, garden supplies and an unusually large selection of gifts relating to gardening and the arts of gracious living. Upstairs, besides offices and storage space, is a pleasantly large meeting room with full kitchen facilities, much in demand for garden and civic club meetings.

The interior is attractively paneled, featuring a fireplace with appropriate fixtures and gift items. Everything in the shop is tastefully arranged, with garden furniture displaying gift items or sample table

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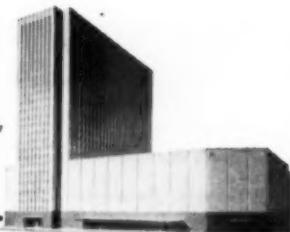
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American Arborvitae, 4-yr. transplants (2-2), 4 to 8 ins.	\$70.00
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Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. No extra charge for boxes or packing.

We believe that we grow and ship more transplanted evergreen trees than any other privately owned nursery in the country. Several other varieties of transplants available. Send for complete list of stock.

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FLOWERING SHRUBS

Euonymus alatus compactus
18 to 24 ins. 2 to 2½ ft. 2½ to 3 ft.
Spiraea, Red-leaved Barberry, Lilac, Variegated Dogwood, Flowering Quince, Amur River and Ibilium Privet and Zabel Honeysuckle.

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Juniperus glauca betzii
18 to 24 ins. 2 to 2½ ft. 2½ to 3 ft.
Pinus nigra austriaca
2 to 3 ft. 3 to 4 ft.
Taxus cuspidata capitata
well-sheared specimens
5 to 7 ft.

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Maple — Sugar, Red and Norway
All nursery-grown. Also collected
specimens Sugar Maple in sizes from
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3-yr., very heavy.

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To nurserymen in central New York area. We can supply in small or large quantities all types of nursery stock. Located on Rt. 5, Canastota, N. Y., half-mile west between Utica and Syracuse, just off Exit 34 of New York State Thruway-1

HERMITAGE GARDENS
Canastota, N. Y.

were functioning, causing considerable envy to less fortunate nurserymen who are currently undergoing one of the driest seasons in Maryland history.

Considerable interest was shown in the operation of the Asplundh woodchipper being demonstrated by the Asplundh Chipper Co., Jenkintown, Pa. One of the features of the Stock Bros. nursery is that all plants are grown in rows on the contour. This planting shows the plants off to advantage. Coffee was served by the Stocks.

The final stop of the day was at the nursery of A. Gude Sons Co., Rockville. Here, Adolph Gude and sons, Adolph, Jr., and Gilbert, served as hosts. The Gudes have about 370 acres near Rockville; some is farmed, with about 200 acres devoted to nursery stock, greenhouses and cloth houses for high-quality flowers. The business was started in 1921. The Gudes have 120,000 square feet under glass, with five houses currently in roses and another five in carnations. Poinsettias, hydrangeas and chrysanthemums are grown for the seasonal trade. The Gudes have a landscape office and a wholesale house for flowers at Washington, D. C., and a retail nursery and a small retail shop for flowers at the Rockville nursery. The afternoon ended with swimming and a barbecue supper on the lawns surrounding the spacious grounds of the Gude home.

Henry Hohman, Kingsville Nurseries, Kingsville, chairman of a Maryland Nurserymen's Association committee formed in 1951 to discourage the indiscriminate planting in Maryland of multiflora roses, disclosed plans of the highway department to include this plant in future roadside beautification programs throughout the state. He expressed his concern about this disclosure, because of the rapidity with which multiflora rose spreads. The plants flower freely, he warned, with 90 per cent of the seeds being fertile. Colonies spread easily and rapidly, often becoming 25 to 50 feet in diameter. Even wooded areas can become infested, and digging out every plant is the only sure method of eradication. A questionnaire is soon to be sent to all Maryland nurserymen, Mr. Hohman stated, in which they will be asked to make suggestions as to plants which can be substituted for multiflora rose in highway plantings. A committee of civic leaders, garden club officials and nurserymen is soon to confer with the state highway officials on this problem, Mr. Hohman mentioned.

NEW, SAFE WEED CONTROL FOR NURSERYMEN



Granular Chloro IPC THE PELLETIZED CHEMICAL WEED KILLER

There's a new and better material to keep your plantings free of weeds and grasses this year. It's Niagara's Granular Chloro IPC. This pre-emergence weed control comes in particles about the size of sugar or salt granules. You simply spread it on the ground. It controls a wider range of weeds . . . does a better job than anything you may have used before.

Granular Chloro IPC is a *safer* material than a miscible. That's because the solid particles will not adhere to seedlings or transplants, but drop harmlessly to the ground. It's easier to use than a liquid as there is no mixing involved.

Since Granular Chloro IPC is most effective on germinating seeds, a clean, well cultured bed or plot is the necessary starting point. Thereafter when applied in the Spring it will give good control until late Summer. Ideally, two applications a year, one Fall, one Spring will assure maximum weed control.

Write for literature and recommended methods for applying.

Niagara CHEMICAL DIVISION

FOOD MACHINERY AND CHEMICAL CORPORATION
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SELECTED AMERICAN HOLLY

Hardy — Free-Fruiting — Good Growth Habit

		Per	Per	Per 250
		10	100	and over
Well-established cuttings from 2 1/4-in. pots.				
Ilex opaca (4 to 6 ins. in the following named varieties)	\$5.00	\$45.00	\$40.00	
Arden Hedge Holly				
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*Sold only in combination with other varieties.

On orders for fall shipment, a 10% discount will be allowed for all hollies shipped during the fall season. Prices for spring will be net as quoted above.

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P. O. Box 788

Mountain View, N. J.

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

FOR FALL OR SPRING SHIPMENT

We have a few thousand Red Barberry two-year seedlings. We also have some Taxus liners. A list of these will be sent upon request.

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Red Maple, Copper Beech, Fancy Shrubs
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QUALITY STOCK GROWN BY US
Roses, Azaleas, Evergreens, California
Privet, Green Barberry, Red Barberry
(fine strain).
Seedlings and transplants.
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1957-1958 Season

Red-leaved Barberry, seedlings
Cydonia japonica, seedlings
Cornus florida, seedlings
Euonymus alatus compactus, liners
Forsythia Spring Glory, liners
Hydrangea arborescens grandiflora
Taxus, in variety, liners

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Plant This Fall
For fall planting we offer 1500 strong
plants, sizes 2 to 6 ft., wide-spreading,
heavily rooted, carry flower buds.

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Hemlocks, Ferns, Wild Flowers,
Trees, Shrubs.

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EXETER, N. H.

OBITUARY

Robert A. Gibbs

Robert A. Gibbs, 63, owner of Winsel-Gibbs Seed & Nursery Co., Los Angeles, Calif., died July 27 after undergoing heart surgery. Born in the historic Sepulveda house on Olvera street, Los Angeles, Mr. Gibbs became the owner of the Winsel-Gibbs Seed Co. in 1919. He developed a world-wide export trade in seeds and spices grown at ranches at Hemet and Malibu, Calif.

Also acting as vice-president of the Gibbs Realty Corp., Los Angeles, he was a member of the Southwest Rotary Club and of the Elks.

Daniel W. McKinney

Daniel W. McKinney, 35, of the McKinney Landscape Service, Mason City, Ia., died July 16 at the Veterans' hospital, Des Moines, as a result of injuries sustained in an automobile accident May 22. He had become associated with his father, Hugh McKinney, in the Mason City nursery after returning from four years' service with the armed forces in the south Pacific. A member of the Iowa Association of Nurserymen, Mr. McKinney had also been active in church and veterans' groups in his community. Among the survivors is his brother, Robert, also associated with the nursery.

LANDSCAPE GROUP ELECTS

After three days of seminars on methods and materials and tours of outstanding landscape and architectural projects in the San Francisco bay area, the 58th annual meeting of the American Society of Landscape Architects, held July 8 to 10 at the Sheraton Palace hotel, San Francisco, came to a close with the installation of new officers at the society's annual dinner.

Heading the organization during the coming year will be Norman Newton, graduate school of design, Harvard University, Cambridge, Mass., president; Arthur Barton, landscape architect, Glendale, Calif., vice-president; Hubert Owens, landscape architecture school, University of Georgia, Athens, secretary, and George Yarwood, landscape architect, Simsbury, Conn., treasurer.

NEWLY installed by C. D. Morris Nursery, Ltd., Ocean Park, B. C., Canada, is an automatically operated sprinkler irrigation system.



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bags to serve every nursery and retail need!**

Take a hint from nurseries who know . . . There's no safer or better method of packaging plants and shrubs than with modern, moisture preserving Nursery Wrap papers by Thilco. They retain root moisture during shipment and with some users save as much as \$22,000 annually on shipping costs alone! Heavy, wet packings such as sphagnum moss and shavings are no longer necessary.

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Thilco Nursery Wraps come in a complete range of water-proof grades including POLY-COATED krafts to provide the term protection you require at the lowest cost to you. Thilco also offers a wide range of lightweight, moisture-vapor barrier papers in single or duplex combinations in sheets, rolls or bags to provide positive protection for seedlings and bulbs. Bags can be furnished punched for ventilation, with tie-ends or as specialized in make-up as desired.

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PLANT NOTES HERE AND THERE

By C. W. Wood

Aubrieta

I have had at least three inquiries on aubrieta which could not be answered by mail because the correspondents did not state the nature of the soil they were using. And that is important. Before I learned the importance to aubrieta of light, well-drained soil, I got several growers, who had heavy, stiff clay, into difficulties by recommending aubrieta to them. So the inquiries mentioned before will be answered now in a general way.

In sections with heavy soils, I should consider it a waste of time and effort to try the culture of aubrietas unless infinite pains were taken to supply the light soil and good drainage which they need for permanence. Even with these precautions, they are somewhat difficult to get through spring's alternate freezings and thawings in the north, especially when water stands on the plants for any length of time while the ground is frozen. With that exception, I grew them here in northern Michigan in light soil in sun or part shade with equal ease.

They may be depended upon to supply a burst of spring color immediately after the precocious little bulbs bloom. And now that they are available in such a wide range of shades (white, through pink, red, violet, lavender, blue and lilac to the most gorgeous purple), one need not be fearful when he says "burst of color" that the results of a trial sowing of seeds will not justify the use of that phrase. At one time I knew a garden where I could go to see at least a dozen named varieties—plants with very large flowers of dazzling color—but now I doubt that I could find a single one. That is not an irreparable loss, however, for it is remarkable how quickly one can build up a stock of varieties by planting seeds of a good strain (I like the Monarch strain) and reproducing the best ones from cuttings. The plants require shearing after the blooming season to produce a good crop of new growths. The latter, rubbed off with a heel, are rooted in pure sand in a shaded frame. The best time to take cuttings in my climate falls in early July.

"Will you please tell me how to handle Incarvillea variabilis to best advantage for myself and my cus-

tomers? I am told that it is not hardy here in the Pittsburgh area," writes a correspondent from the state of Pennsylvania.

Incarvillea

No incarvillea that I know would be hardy there, I am afraid. Certainly, none is hardy enough for this northern Michigan climate without special care. Perhaps extremely special care would be more nearly correct, for the plants have to be dug each fall and planted in a well-protected frame to survive one of the severe winters of this section. Not knowing when a winter of that kind was coming along, I always dug and stored the plants to be on the safe side. Not many gardeners are willing

to go to that much trouble, even for so spectacular a beauty as *I. delavayi*. As a consequence *delavayi* is seldom seen in the north. Unfortunately, the fibrous-rooted kinds, like *I. variabilis*, do not take kindly to storage as the tuberous-rooted *delavayi* does, but requires different handling.

When I grew *variabilis* commercially, it was the practice to sow the seeds in March indoors (I used a heated sash house), transplanting the seedlings singly to pots and later transferring the pots to a protected frame, where they could be kept from frost until it was safe to sell them for summer bedding. Under that treatment, the plants would commence to bloom in June and

TAXUS LINERS FOR FALL

	Each Per 25	Each Per 250
CUSPIDATA , spreading		
3-yr., 6 to 9 ins., X	\$0.40	\$0.35
4-yr., 10 to 15 ins., XX	.60	.55
HATFIELDI		
3-yr., 6 to 9 ins., X	.40	.35
4-yr., 10 to 15 ins., XX	.60	.55
BROWNII		
3-yr., 6 to 9 ins., X	.40	.35
4-yr., 9 to 12 ins., XX	.55	.50
HENRYI		
4-yr., 9 to 12 ins., XX	.55	.50
HICKSII		
4-yr., 10 to 15 ins., XX	.60	.55
INTERMEDIA and NANA BREVIFOLIA		
3-yr., 6 to 9 ins., X	.45	.40
VERMEULENI		
3-yr., 6 to 9 ins., X	.40	.35
4-yr., 9 to 12 ins., XX	.55	.50
250 price applies to assortment of your choice of varieties in lots of 50. All plants heavy from base up. Cash, please. Packing free. F.O.B. Lebanon, N. J.		

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- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

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Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list on printed stationery.

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	Per 100	Per 1000
6 to 12 ins.	\$ 6.00	\$ 55.00
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18 to 24 ins.	12.00	100.00
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continue until frost, with large (up to two inches in length) trumpets in pink, pinkish lavender or white. I consider it a splendid plant for the sunny border, with its height of about two feet, long blooming season and pleasing colors.

Campanula Sarmatica

As I look back over half a century's experience with bellflowers and try to pick out the best varieties, it is not easy to push *Campanula sarmatica* from a prominent position. That is true not because it is a spectacularly beautiful bellflower, but because it possesses a number of other pleasing factors, including ease of culture, pretty foliage and flower and a summer blooming season.

It is a subalpine plant from the Caucasus, producing 15-inch stems, loosely hung with large, thick, pale blue bells all during July and August, when flowers are at a premium. And it is quite indestructible in any sunny or partly shaded (it will endure half shade, I believe) situation that is well drained. Fortunately, too, it is easily grown from seeds, the large seeds germinating readily and growing rapidly without special care.

I thought it one of the best of the medium-tall campanulas for local sales that I ever grew, the pretty tomentose foliage attracting favorable attention from buyers, even when the plant was not displaying its flowers. After a gardener buys it, he is sure to be impressed by all its good points.

There seems to be some confusion with regard to its name. I have had it under the label of *C. tomentosa*, which in turn should be *C. celsi*, according to the modern interpretation of bellflower names. *C. sarmatica* has no connection with the Greek group of campanulas centering around *C. rupestris*, as *sarmatica* is a true perennial, while the Greek varieties are biennial, or at least monocarpic, and are not hardy in my climate. One would be well advised, I think, to stay away from *C. anachisiflora*, *C. celsi*, *C. brachyantha*, *C. eriantha*, *C. lyrata* and *C. mollis* (unless one lives in a warm section and can get the true *mollis* from Spain or northern Africa), all of which may be erroneously sold as *C. sarmatica*.

Lindelofia Longiflora

Since writing a preliminary report on *Lindelofia longiflora* (inadvertently rendered *L. longifolia* at that time) in this column four or five years ago, I have had the pleasure of growing it again and may be able to



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Years of using CRAG Sesone have convinced Russell Denton that it is an excellent weed preventer in pine, spruce, and fir seedling beds.

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Sycamore (*Platanus occidentalis*). American Plane tree.

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(2-0), 2 to 4 ins.	\$3.00	\$15.00	\$12.00	\$10.00
(2-0), 3 to 6 ins.	3.50	18.00	15.00	12.50
(2-0), 4 to 8 ins.	4.00	22.00	20.00	15.00
(2-0), 7 to 14 ins.	4.50	27.50	25.00	22.50
(3-1), 5 to 10 ins.	5.00	35.00	35.00	...
Scotch Pine (East Anglia and West German)				
(2-0), 2 to 4 ins.	3.50	17.00	15.00	12.00
(2-0), 3 to 6 ins.	4.00	20.00	18.00	16.00
(2-0), 4 to 8 ins.	4.50	24.00	22.00	20.00
(2-0), 7 to 14 ins.	5.00	27.00	25.00	22.00
(3-1), 5 to 10 ins.	5.50	35.00	35.00	...

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3 to 4 ft., B&B.....	2.25
4 to 5 ft., B&B.....	3.50
Compactus	
18 to 24 ins., B&B.....	1.25
24 to 30 ins., B&B.....	1.50
30 to 36 ins., B&B.....	2.25



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add an item or two to the little I could say about the plant at that time.

First of all, my former note stated that it was not hardy enough for northern Michigan "unless it is in a well-protected spot." Actually, it was not able to take temperatures of 20 degrees below zero, even when under a good mulch.

It makes a pretty tuft of comfrey-like leaves, from which spring leafy stems to a height of 15 to 18 inches, bearing at each node clusters of long, tubular bells, pink in the bud, opening to bright indigo blue—the combination of pink buds and lovely blue flowers so often seen in the borage family. My loveliest specimens grew in leafy soil in light shade. The plant comes readily from fresh seeds and, it is said, divides easily in early spring, just as growth commences. These divisions may be grown along in pots until they are ready to plant in their permanent quarters.

Isatis Glauca

While looking over my American Nurseryman file, I noticed in the December 1, 1940, issue that the noted English plant grower, Ernest Ladham, gave a hearty recommendation to *Isatis glauca* as a garden plant. But if my eyes, which I try to keep open when I visit gardens and nurseries, tell me the true state of affairs, Ladham's praise made few converts. And that it not as it should be, for the plant has definite value, not only in the landscape, but also for early cutting (around Memorial day in northern Michigan). I notice that "Hortus" calls it a perennial; that is not always the case, for both it and *I. tinctoria* have always acted as monocarps in my trials, usually dying after the first profuse flowering. That does not greatly detract from its garden value, however, because it selfsows so freely that it seldom fails to leave enough seedlings to carry on and often leaves far too many. It has, however, many factors in its favor, including the ability to get along on little moisture and the habit of producing flowers of a pretty shade of yellow in early spring. Although the books give its height as five feet, I do not remember that I ever got one over three feet tall here.

I notice Ladham said that *I. glauca* "is the plant from which it is reputed the old British dye called woad was extracted." That can scarcely be, though, for *Isatis glauca* is a Persian plant, not introduced to England until long after woad was a part of the domestic economy of that island. The books I have consulted

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LINERS FROM COLDFRAMES

TAXUS

	Each	Each
	100	1000
400 <i>Cuspidata dutuilleri</i> , 2-yr., T., 2 1/4-in. pots.	.30	.27 1/2
750 <i>Cuspidata nigra</i> , 2-yr., T., 2 1/4-in. pots.	.30	.27 1/2
750 <i>Cuspidata Payne's Spreading</i> , 2-yr., T., 2 1/4-in. pots.	.30	.27 1/2
200 <i>Media andersonii</i> , 2-yr., T., 2 1/4-in. pots.	.30	.27 1/2
1000 <i>Media hatfieldii</i> , 2-yr., T., 2 1/4-in. pots.	.30	.27 1/2
1000 <i>Media hicksii</i> , 2-yr., T., 2 1/4-in. pots.	.30	.27 1/2
200 <i>Media No. 6</i> , 3-yr., TTT., 3-in. bands.	.50	
50 <i>Media No. 6</i> , 2-yr., T., 2 1/4-in. pots.	.30	.27 1/2
575 <i>Media No. 7</i> , 2-yr., T., 2 1/4-in. pots.	.30	.27 1/2
70 <i>3-yr.</i> , T., 2 1/4-in. pots.	.30	
200 <i>4-yr.</i> , T., 3-in. bands.	.50	
1200 <i>Media No. 8</i> , 3-yr., T., 2 1/4-in. pots.	.30	.27 1/2
600 <i>Media No. 8</i> , 3-yr., T., 2 1/4-in. pots.	.30	.27 1/2
150 <i>Media No. 18</i> , 2-yr., T., 2 1/4-in. pots.	.30	.27 1/2
200 <i>Media No. 18</i> , 3-yr., TTT., 3-in. bands.	.43	
300 <i>Media sieboldii</i> , 3-yr., TTT., 3-in. bands.	.30	.27 1/2

THUJA

300 <i>Elegantissima</i> , 2-yr., T., 2 1/4-in. pots	.27 1/2	.20
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JUNIPER

550 <i>Andorra</i> , 3-yr., T., 2 1/4-in. pots	.37 1/2	.35
120 <i>Compact Pfitzer</i> , 2-yr., TTT., 3-in. bands, sheared	.35	..
1700 <i>Pfitzer</i> , 2-yr., T., 3-in. bands, sheared	.30	.25



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on the subject give *I. tinctoria* as the source of woad. Thus, Henslow's "The Uses of British Plants" reports in connection with *I. tinctoria* and woad that "Caesar relates the ancient Britons used the woad for staining their bodies." That would be long before *glauca* was known in western Europe. I also find an interesting discussion of *I. tinctoria* in Johnson's "Useful Plants of Great Britain," published in the middle of the 19th century. It is much too long to quote here, but I should like to give one sentence: "The history of woad as a British plant commences with that of this island, where Caesar found the natives stained with it." Johnson also recorded that the plant "was recommended a short time back as a fodder plant." All this, however, in no way alters the value of the plant as a garden ornament.

Perezia Nana

There must be a growing interest in the flora of the southern states, if

ORCHID IRIS KAEMPFERI

The cool fall season is an ideal planting time for this most desirable perennial. Unbeatable for their perfect orchid-like flowers, the foliage and graceful form are an additional bonus. Their blooming period extends the iris season for an additional 2 to 3 weeks.

	Per 100	Per 100
Blue Bird, single, superb dark violet	\$2.25	\$18.00
Blue Waves, large, semidouble. Grayish background overlaid with blue	3.00	25.00
Fascination, double, mauve-pink, veins bluish-white	3.00	25.00
Gokko-No-Nami, earliest to bloom and the choicest white, very free.	3.50	30.00
Glistening white with creamy-white stigmas	3.00	25.00
Gold Bound, double, pure white, gold banded center	3.00	25.00
Hadonna, striking violet-blue with gold center. Veined light blue for cool contrast	3.00	25.00
Lucia Marshall, large, double pansy-violet, white veins	2.50	20.00
Rosa Ann, double, ivory-white, ruby-red veins	2.25	18.00
Kumuchi-Gumi, six-petaled dark blue variety with yellow spots in center	3.00	25.00
Monyi-No-Taki, early-flowering, six-petaled type. Large, dark red with a golden center	3.00	25.00

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FRENCH LILACS, Skinner Hybrids,

Assissippi and **Pocahontas**, 3 to 4 ft. and 4 to 5 ft.

FRENCH LILACS, assorted colors, 3 to 6 ft.

VIBURNUM CARLESI, 18 to 36 ins., B&B

VIBURNUM BURKWOODI, 18 to 48 ins., B&B

JUNIPERS, large upright, 6 to 8-ft. specimens

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Wayside  Gardens

my correspondence indicates a trend. In any case, there have been a number of inquiries lately on Texas and New Mexico plants, the latest being for a note on *Perezia nana*. The plant had entirely escaped my memory, and available books ("Hortus" only mentions *P. microcephala* and *P. multiflora*) do not say a word about it. Fortunately, my own notes, made during the years that I was interested in southwestern natives, reveal this brief mention: "Everything about *Perezia nana*, from its prostrate stems, clothed in leathery leaves, to its purple, composite flowers, on inch-tall stems, is uncommon, as is its disconcerting habit of dying to the ground after ripening its seed crop. The latter is true, apparently, only in the drier parts of the garden, because plants in irrigated sections during my trials retained their leaves throughout the summer." I cannot report on its hardiness, except to say that it could not stand northern Michigan's long, cold winters. I found it fairly easy to grow from fall-sown seeds.

Senecio Longilobus

While looking for the *perezia* note, I came upon one on a dry-soil *Senecio*, *S. longilobus*, from the southwest, which should be of interest to gardeners in the more temperate parts of the country. According to my experience, it has much to recommend itself to gardeners. One thing in its favor, and an important item in the estimation of many gardeners, is a summer-long production of pale yellow daisies. Another point to its credit is its ability to carry on that production in the hottest and driest weather that Michigan is capable of offering. Collectors in the region of Texas from which I got my plants tell me that *S. longilobus* thrives in the Texas panhandle under the most adverse conditions. Material from the northernmost part of its range should be hardy enough for all except the coldest parts of the country.

Hydrangea Petiolaris

The climbing hydrangea, *H. petiolaris*, and its close relative, *Schizophragma hydrangeoides*, which blooms about two weeks later, are attractive vines, climbing by root-like holdfasts which attach themselves readily to brick and stone. Although often confused in gardens, these two vines may be easily distinguished when in flower by the fact that the hydrangea has greenish-white flowers, composed of four sepals, while the *schizophragma* has white flowers, composed of a single

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Seedlings and Transplants

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SHERMAN'S SHADE TREES

Ash, Green	Per 10	Per 100	Poplar, Billeana	Per 10	Per 100
6 to 8 ft.	\$15.00	\$125.00	5 to 6 ft.	\$10.00	\$ 90.00
8 to 10 ft.	21.00	185.00	6 to 8 ft.	15.00	125.00
Ash, White			Poplar, Lombardy		
6 to 8 ft.	15.00	125.00	5 to 6 ft.	4.00	35.00
Elm, American White			6 to 8 ft.	5.50	50.00
6 to 8 ft.	10.00	90.00	8 to 10 ft.	6.50	60.00
8 to 10 ft.	16.50	140.00	Willow, Nobe Weeping		
1 1/4 to 1 1/2-in. cal.	22.50	200.00	4 to 5 ft.	5.50	50.00
1 1/2 to 2-in. cal.	32.50	300.00	5 to 6 ft.	8.50	80.00
2 to 2 1/2-in. cal.	42.50	400.00	6 to 8 ft.	12.50	110.00
Elm, Chinese			8 to 10 ft.	17.50	160.00
5 to 6 ft.	6.50	60.00	Willow, Wisconsin Weeping		
6 to 8 ft.	10.00	90.00	5 to 6 ft.	8.50	80.00
Elm, Moline			6 to 8 ft.	12.50	110.00
6 to 8 ft.	17.50	150.00	8 to 10 ft.	17.50	160.00
8 to 10 ft.	22.50	200.00	Crab Apple, Almey		
Hackberry			5 to 6 ft.	20.00	185.00
6 to 8 ft.	22.50	200.00	Crab Apple, Dolgo		
8 to 10 ft.	30.00	275.00	5 to 6 ft.	11.00	100.00
Honey Locust, Thornless			Crab Apple, Eley		
5 to 6 ft.	20.00	175.00	4 to 5 ft.	15.00	135.00
6 to 8 ft.	27.50	250.00	5 to 6 ft.	18.00	165.00

We also grow a complete line of nursery stock. Write for our new wholesale trade list.

SHERMAN NURSERY CO.

Charles City, Iowa

sepal. Young specimens of the hydrangea may be distinguished by their heart-shaped leaves, the lower surface being practically the same color as the veins. The bark of their branches is shreddy. On the other hand, the schizophagma has leaves that are only slightly rounded at the base, and their lower surface is lighter in color than the veins. The bark is firm, with conspicuous dots. Years ago, when I saw both vines growing on the administration building at the Arnold Arboretum, Jamaica Plain, Mass., Schizophagma hydrangeoides was considered a better vine for landscape purposes than the hydrangea.

These vines may climb to 50 feet, perhaps more, and bush out to three or four feet from the wall. They may also be planted to climb over arbors, stone walls, fences, or even tree stumps. Their robust growth suggests that they may be used for covering steep banks or rocky slopes. They are not particular as to soil. Propagation is best accomplished from seeds, since cuttings do not root readily. Layering may be practiced where conditions are favorable.

WHITTON'S NURSERIES have changed their address to 55 Mill road, Tuckahoe, N. Y.

LINING-OUT STOCK

Pot-Grown Outside Beds

Ask for list.

THE *Hollandia*
Gardens

SOUTH VIENNA, O.

EVERGREENS

Lining-out and B&B Stock

SHADE TREES FLOWERING SHRUBS



P. O. Box 1747 MILWAUKEE, WIS.

ROSES

Quality and Service

MENTOR
ROSE GROWERS, INC.
MENTOR, O.

New 1957-58 listing now available
Write for yours.

ILEX

Rotundifolia	Per 100
2 1/2-in. pot	\$18.00
2-yr., bed, X, 6 to 8 ins.	25.00
3-yr., bed, XX, 8 to 12 ins.	40.00
3-yr., bed, XX, 12 to 15 ins.	50.00

Convexa	
2 1/2-in. pot	18.00
2-yr., bed, XX, 6 to 8 ins.	35.00

Hetzii	
2 1/2-in. pot	18.00

GILSON GARDENS

Perry, Ohio

LIQUIDAMBAR

The nicest stock of finished Sweet Gum (Liquidambar styraciflua) you have ever seen. Our plants are all propagated from seed gathered from native Illinois trees—do not compare these trees in hardiness and adaptability to northern conditions with southern or collected stock.

All trees are full-headed and low-branched as Sweet Gum should be grown.

Come by and select your plants, or order a truckload straight or mixture with our other good stock.

	10 rate	100 rate
5 to 6 ft., B&B	\$ 3.00	\$ 2.75
6 to 8 ft., B&B	5.00	4.75
8 to 10 ft., B&B	7.50	7.00
1½ to 2-in. cal., B&B	12.00	11.50
2 to 2½-in. cal., B&B	15.50	15.00

FORREST KEELING NURSERY

ELSBERRY, MO.

Phone: TWInoaks 8-5571

Hugh Steavenson, Prop.

Ralph Shugert, Sales Mgr.

Indiana Nurserymen Tour Nurseries and See Equipment

By Donald L. Schuder

Approximately 218 Hoosier nurserymen and their families, representing nurseries throughout Indiana, attended the summer meeting of the Indiana Association of Nurserymen Thursday, August 8, at Muncie and Friday, August 9 at Chesterfield.

The delegates registered at the R. Brumond Smith Nursery, near Muncie on State Road 35, Thursday morning for an informal tour of the nursery and an executive committee meeting. They were luncheon guests of Bob Smith of the Smith Nursery, where they had their choice of ham, turkey or baked beans. After lunch there was a demonstration of chemical soil sterilization with methyl bromide.

Thursday afternoon's program included a tour of the garden center, nursery and greenhouse of the Ernst Nurseries, Inc., west of Muncie on State Road 32 and a continuous demonstration of steam soil sterilization. Thursday evening the Ernst Nurseries were hosts to 170 nurserymen at a pork barbecue served in a new, attractively decorated loading shed. The decorations of yellow chrysanthemums and other seasonal flowers were arranged by Mrs. Betty Roeger.

Mr. Robert Sutton, of the nursery staff, acted as master of ceremonies. Entertainment was provided by a musical group from Ball State Teacher's College and a guitar trio. Earl Hoover, of R. Brumond Smith Nursery, played the lead guitar. An attractively planted brass and wrought iron planter was awarded as a prize to Kerth Baird, of the Kenney Machinery Company, Indianapolis, Ind.

Equipment Demonstrations

Friday morning's program consisted of a tour of the Gaar Nurseries, west of Chesterfield on State Road 67. Prior to lunch there was an equipment demonstration by commercial dealers as follows: Joe Runyon, of the Allied Equipment Co., Indianapolis, demonstrated a hydraulic lift for trucks; Al Deshand, Jeffrey Crane Co., Hamilton, O., demonstrated his self-loading truck crane; Harry Ranft, Kenney Machinery Co., Indianapolis, demon-

NORTHERN-GROWN QUALITY STOCK

Transplants

	Per 100	Per 1000
Colorado Blue Spruce	\$30.00	...
8 to 10 ins.	25.00	\$225.00
4 to 8 ins.	18.00	...
Black Hills Spruce	20.00	180.00
8 to 10 ins.	15.00	120.00
4 to 8 ins.	12.00	100.00
American Arborvitae	18.00	150.00
12 to 15 ins.	15.00	120.00

3-yr. Seedlings

	Colorado Blue Spruce	Black Hills Spruce	Norway Spruce	Minnesota Pine	Scotch Pine	Austrian Pine
6 to 10 ins.	6.00	5.00	5.00	5.00	4.00	4.00
4 to 6 ins.	5.00	4.00	4.00	4.00	3.50	3.50
4 to 6 ins.	5.00	4.00	4.00	4.00	3.50	3.50
4 to 6 ins.	5.00	4.00	4.00	4.00	3.50	3.50
4 to 6 ins.	5.00	4.00	4.00	4.00	3.50	3.50

Ready September 15. Strict grade. Best of packing. Satisfaction guaranteed.

J. R. PALMER & SON

Blackduck, Minn.

ILEX CONVEXA

ILEX ROTUNDIFOLIA

ILEX HETZI

12 to 15 ins.
sheared and bushy



WHITE-FLOWERING DOGWOOD

specimens to 7 ft.



VIBURNUM CARLESI

2 to 3 ft., bushy



EUONYMUS ALATUS COMPACTUS

2 to 3 ft., heavy



All stock B&B, specimen quality.
Your inspection invited.



MITISKA NURSERY

Amherst, Ohio

Over 100 Years' Nursery Experience

ILGENFRITZ NURSERIES, Inc.

The Monroe Nursery

MONROE, MICHIGAN
GET THE BEST BUY ILGENFRITZ

Wholesale growers of the best
Ornamental Evergreens

Deciduous Trees

Shrubs and Roses

Write for our current trade list.

The Kallay Brothers Co.
1251 Madison Ave. Painesville, O.

"PINE"

25 and up

1000 White Pine	2 to 3 ft., B&B	\$1.90
800	3 to 4 ft., B&B	2.60
2000 Red Pine	2 to 3 ft., B&B	1.90
3000	3 to 4 ft., B&B	2.60

Specializing in Table Christmas Trees

White Pine	2 to 3 ft., cut	1.00
	3 to 4 ft., cut	1.25

Red Pine	2 to 3 ft., cut	1.00
	3 to 4 ft., cut	1.25

Selected plants from plantation of 80,000 trees, 5 and 6 years old.

Trimmed 3 times, fertilized, compact, sprayed. Tightly nailed and strung with rot-proof burlap.

WADE CHRISTMAS TREE FARMS

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Phone Butler: TU 3-2874

Affiliated with Wade & Gatton Nurseries, Bellville, O.—Phone: TU 3-2191

FORSYTHIA LYNWOOD GOLD

2 1/4-in. pots	Per 100	\$15.00
10 to 15 ins. field		25.00
18 to 29 ins.		40.00
30 to 42 ins.		50.00
42 to 60 ins.		60.00

GILSON GARDENS

Perry, Ohio

stated the Howard Rotovator, sod cutter, Royer compost shredder and the Benton mower; Jim Whitcomb, of the Griener Machine Co., Indianapolis, demonstrated the Ariens tiller and a Quick-Cut mower, and Donald Henderson, A & K Tractor Sales, Anderson showed the Gannon Earthcavator, Gill tiller and pulverizer and the Roseman tiller rake.

Art Lokker, of Bolens Products Div., Port Washington, Wis., exhibited the Bolens tiller and riding tractor; Thamer Hoel, of Merry Tiller Sales, Anderson, explained the use of the tiller; Wayne Boyd, Michigan Orchard Supply Co., displayed the Auto-Rain sprinkler system; E. R. Thomas, of N. H. Hardy & Son, Inc., Anderson, demonstrated International Harvester Co.'s high-clearance cultivator, and the hammer knife mower and tractor tiller. The nurserymen were guests of Howard Gaar at a fish dinner at noon. During the afternoon several of the nurserymen's wives were guests of Mrs. Howard Gaar for tea at her attractive home in Chesterfield.

The executive committee of the I. A. N. accepted the Lone Cypress Farm & Nursery, Evansville; the De-Motte Nursery; the Yewlands Nursery, and Avilla and Schneider's Nursery, Indianapolis, as new members. The Bremen Chemical Co. and the Clearline Corp., Cambridge City, were accepted as associate members.

MICHIGAN GROUP DISBANDS

[Continued from page 9]

proved as follows: An affiliate membership classification was added, with dues of \$3 per year, entitling such a member to receive the M. A. N. bulletin and an affiliate membership certificate. Chapter charters will be given to each regional group that qualifies as a chapter of the M. A. N. A president and a first and second vice-president will be elected each year. Two directors at large will be elected at the annual M. A. N. meeting.

It was explained to those present that affiliate members shall be employees of firms, nonowners or others who do not qualify as active or associate members engaged in the nursery business in Michigan. The classification also covers those individuals who hold positions in educational or research institutions pertaining to the nursery industry and such public officials whose office is directly interested in and is in close contact with the nursery industry. It was further explained that, according to a previous change in the bylaws, 20 per cent of the active M. A. N. membership can be composed of land-

FALL SEASON PLANTING REMINDERS

(We hope you find them helpful)

1. Visit nurseries in your buying area.
2. Look over stock you normally use in each nursery.
3. Check your own supply on hand at home.
4. Buy what you need, either when you visit or a few days later.
5. Schedule delivery of your early loads of B&B and container-grown stock.
6. Plan your first major sales effort for fall.

WHERE CAN BERRYHILL FIT IN?

VISIT US IN AUGUST AND SEPTEMBER.

See:

CONTAINER-GROWN STOCK

(Particularly good for August and September sales)

Pfitzer Juniper	Cotoneaster apiculata
Biota aurea nana	Euonymus vegetus
Pyramid Arborvitae	Philadelphus aureus
Globe Arborvitae	Prunus cistena
Taxus varieties	Pyracantha varieties

Please write for our special can list.

EVERGREENS—B&B FOR CASH-AND-CARRY OR LANDSCAPE USE

Juniper, Pfitzer	Taxus andersoni
Juniper, glauca hetzi	Taxus cuspidata
Juniper, Berryhill Compact	Taxus capitata
Juniper, Swedish	Taxus hicksii
Juniper, grafts	Taxus hatfieldii
Pyramid Arborvitae	Taxus intermedia berryhillii
Globe Arborvitae	Norway Spruce
Dark Green American Arborvitae	Scotch Pine

And other varieties in these families of evergreens.

VISITORS ARE ALWAYS WELCOME

We are located in the west central part of Ohio—45 miles west of Columbus, 4½ miles northeast of Springfield on State Route 4.

BERRYHILL NURSERY CO.
P. O. Box 696 SPRINGFIELD, OHIO

GINKGO BILOBA

Transplanted Specimens, XXX

	B.R.	B&B
Each	Each	Each
Per 100	Per 100	\$25.00
2½ to 3-in. cal., 12 to 15 ft.	\$17.50	
3 to 3½-in. cal., 15 to 18 ft.	22.00	30.00

THE WM. A. NATORP CO.

4400 Reading Rd.

Visit our nurseries when in Cincinnati

Cincinnati 29, Ohio



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock & Specialty

Write for Trade List

EVERGREEN NURSERY CO.
Established 1864 : STURGEON BAY, WIS.

ARMINTROUT'S EVERGREEN NURSERY

ALLEGAN, MICH.

Seedlings—Transplants

Finished Stock

Send for price list.

IT COSTS SO LITTLE TO SHIP

Yes, shipping costs are low! So low it makes good business sense to order MN quality every time. This is the quality you can depend upon. Choose from over 1200 varieties of the world's finest container-grown ornamentals. Healthy plants whose

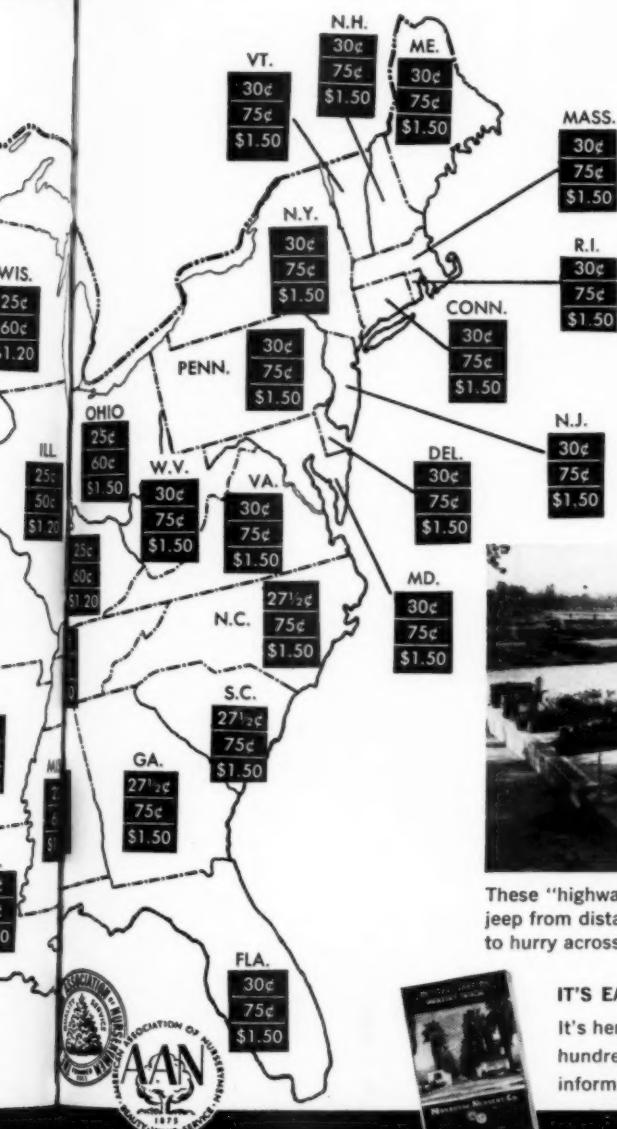
husky root systems have never left their original growing soil are delivered at your nursery vigorous—ready to sell! Place your order in advance so shipment can be made on time. Select and reserve your stock today!



SHIP ORNAMENTALS ANYWHERE!

MINIMUM ORDER \$250.00

Packing, Loading and Bracing are free!



Deep semi-trailers like this line up in a long row at the big MN docks. Containers are carefully stacked and securely arranged. This semi will leave with hundreds of MN containers for nurserymen near and far.



These "highway size" docks are always busy. Container laden trailers are brought in by jeep from distant corners of MN grounds. Trucks wait only for the sound of the tail-gate to hurry across the country with their MN cargo.

IT'S EASY—ORDER TODAY FOR SURE DELIVERY!

It's here! The all new 1958 complete catalog. Lists and describes hundreds of varieties. Color pages, weather map, packed with valuable information. Write us on your letterhead—it's yours free!



MONROVIA NURSERY CO.

P.O. BOX Q, AZUSA, CALIFORNIA

TREE LIST FOR FALL AND SPRING 1957 - 58

	Per 100	Per 1000	Per 1000 for 10,000 or more
Riga Scotch Pine			
* (2-0), 6 to 10 ins.	\$10.00	\$36.00	\$35.00
* (2-0), 4 to 8 ins.	7.50	26.00	24.00
* (2-0), 3 to 6 ins.	6.00	24.00	22.00
(2-0), 2 to 4 ins.	5.00	16.00	14.00
(2-1), 3 to 8 ins.	10.00	45.00	45.00
*Austrian Pine			
(2-0), 3 to 6 ins.	6.00	24.00	22.00
Douglas Fir			
6 to 10 ins., XX	15.00	90.00	...
* (2-0), 4 to 8 ins.	6.00	28.00	26.00
Colorado Blue Spruce			
* (3-0), 4 to 8 ins.	9.00	45.00	42.50
(3-0), 2 to 4 ins.	6.00	26.00	24.00
Black Hills Spruce			
* (3-0), 4 to 8 ins.	8.00	40.00	37.50
(3-0), 2 to 4 ins.	6.00	25.00	23.00
6 to 10 ins., X	20.00	135.00	...
White Spruce			
* (3-0), 5 to 10 ins.	8.00	45.00	40.00
(3-0), 3 to 5 ins.	6.00	25.00	23.00
Norway Spruce			
(3-0), 5 to 10 ins.	8.00	45.00	40.00
(3-0), 3 to 5 ins.	6.00	25.00	23.00
Mugho Pine			
4 to 6 ins., X	25.00	150.00	...
Taxus cuspidata capitata			
from seed, sheared			
8 to 12 ins., XX	80.00	...	...
White Birch			
2 to 4 ft., XX	75.00	...	...

*Write for price on 50,000 or more.

TERMS: Cash with order, please, or 1/3 deposit, balance before shipment. 50 at 100 rate, 500 at 1000 rate, all seedlings sold in multiples of 50, all transplants sold in multiples of 10. Minimum order \$25.00. Packing charges included in price of trees.

MATTHEWS NURSERY

Harbor Springs, Mich.

Telephones: 123, 48 or 732

LIVE CHRISTMAS TREES

In time for Christmas and landscape planting.

Red Pine, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.

White Pine, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.

Norway Spruce, 3 to 4 ft., 4 to 5 ft.

Nursery-grown and fully sheared. Write or call for price list.

POUND'S NURSERY and GARDEN CENTER

1520 W. Church St. Newark, Ohio
Phones: DI 4-7045 — RI 5-2218

**GARDEN
MUMS**
Rooted Cuttings
CUNNINGHAM GARDENS, INC.
Waldron, Ind.

PERENNIALS
Shrubs and Azaleas
Top-Quality Stock
Write for our new catalog.
Springbrook Gardens, Inc.
Mentor, Ohio

scape maintenance men and 20 per cent can be composed of sellers of nursery stock who do not grow nursery stock.

Chapter Make-Up

Mr. Light related that chapters of the M. A. N. would be composed of members from contiguous areas and may be drawn on regional or local lines as the active membership within the chapter may determine, subject to the approval of the board of directors of the M. A. N. Such chapters may be established by the board of directors upon the application of 80 per cent of the membership of the regional or local group through five or more active members of the M. A. N., provided that these active members shall pay dues of not less than \$100 per year to the M. A. N.

Following Mr. Light's presentation and explanations, J. Joseph Paleo, M. A. N. president, called a meeting of the Michigan association to order. He pointed out to the members present that other organizations — such as insurance companies, utility companies and others — are putting out booklets on landscaping. He suggested that booklets such as these should be published by the M. A. N., so that people will have confidence in nurseries which are members of the organization and freely patronize them. Mr. Paleo believed that the M. A. N. members present should consider having 100 per cent of the members of regional groups as members of the M. A. N. rather than the proposed 80 per cent. He emphasized the need to have the smaller groups affiliated with the M. A. N., so that each affiliated group could solve local problems and come to the parent organization for assistance on larger problems.

By a unanimous vote, the affiliation plan proposed by Mr. Light was accepted, and the bylaw changes were also passed without a dissenting vote.

Group Dissolves

Immediately after the meeting of the M. A. N., a meeting of the Michigan Landscape Conference was called to order by John Emerson, president. He remarked that the conference was organized in 1951 because a large group of nurserymen and members of allied trades were not eligible for membership in the M. A. N. But with the amending of the bylaws of the state organization, that condition has passed. Now, he added, there is a place for everyone in the state organization.

It was reported by the secretary-treasurer, Mrs. Smith, that the treasury showed a balance of \$262.32. A



Scarff's Nursery, Inc.

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New Carlisle, Ohio

-Finest Miami Valley Grown Stock-

Small Fruits

Raspberry — Blackberry

Currants — Gooseberry

Asparagus Roots

McDonald Rhubarb, No. 1 Div.

Red Canada — Red Victoria

Linnaeus, Whole Roots

Send for Complete Trade List and Prices of Fruits, Ornamental Shrubs, Vines, Evergreens, Special Mail-Order Items and Lining-Out Stock.

motion was passed to apply this sum to a scholarship for a Michigan State University student, from Michigan, in his junior year in ornamental horticulture. It was decided that the retiring officers of the M. L. C. would serve as a committee to select the student to receive the assistance.

MICHIGAN CONFERENCE

[Continued from page 10]

before tax, said Mr. Siebold, was 6 per cent of the volume in 1955 and jumped to 12 per cent in 1956. At present 12 men are employed beside the partners.

Employee Policy

Referring to the relationship between employer and employees, Mr. Siebold said that they hired their first employee in 1952 at \$1.50 per hour. Subsequently, help was hired at from \$1.30 to \$1.60 per hour. Since then a policy has been developed to hire all men over high school age at \$1.60 per hour. After a month they are raised to \$1.70 per hour, and after another month the employee is raised to \$1.80 per hour if his work is satisfactory. From there on, said Mr. Siebold, the employee gets only merit increases. Employees who have been with the firm for three months are paid for six and

Special Shrubs

(1000 rate 5c each less)

	Each	100 rate
Barberry, red, 18 to 24 ins. 24 to 30 ins., heavy		\$0.40 .50
Forsythia, Arnold Dwarf, 18 to 24 ins.	.40	
Forsythia Lvnwood Gold, 3 to 4 ft.	.50	
Forsythia spectabilis, 3 to 4 ft.	.45	
Hypericum kalmianum, 18 to 24 ins.	.35	
Ligustrum, Regel's, 18 to 24 ins. 24 to 30 ins. (True Type)	.35 .40	
Lonicera, Clavay Dwarf, 15 to 18 ins.	.35	
Lonicera Gold Flame (Vine No. 1)	.35	
Lonicera zabeli, red, 3 to 4 ft. 4 to 5 ft.	.45 .50	
5 to 6 ft., extra heavy	.75	
Salix caprea, 3 to 4 ft. (Large French Pussy Willow)	.30	
Spirea Anthony Waterer, red, 18 to 24 ins.	.45	
Spirea arguta, 30 to 36 ins. (Snow Garland Spirea)	.45	
Spirea vanhouttei, 3 to 4 ft.	.40	
Viburnum, American, 3 to 4 ft.	.60	
Viburnum lantana, 3 to 4 ft.	.55	
Viburnum prunifolium, 3 to 4 ft.	.50	

Evergreens

Specimen Plants for Landscaping

or Garden Center Sales—

Excellent Color—
Solid Clay B&B

ARBORVITAE

Dark Green American, 30, 36 and 42 ins. Pyramid, 3, 4 and 5 ft. Woodward Globe, 12, 15, 18 and 24 ins.

BIOTA Berckmans Golden, 24, 30 and 36 ins. (Finest we have ever grown.)

JUNIPERS

Greek, 24, 30 and 36 ins. Pfitzer Blue and Green, 24, 30 and 36 ins.

Swedish and Irish, 30, 36 and 42 ins.

—EXTRA SPECIAL—

Euonymus carrierei and Newport

B&B Specimen

15 to 18 ins., \$1.00 each

18 to 24 ins., \$1.25 each

Write for Bare-Root Prices

We will appreciate your visit to our nursery; otherwise check our Trade List for prices on evergreens.

CHRISTMAS TREES

Sheared Scotch Pine. We grow our own. 3 feet and up.

Larger size trees suitable for commercial displays.

We are small enough to give your order personal attention, large enough to ship truckloads or carloads.

We also have boughs.
We ship only the best quality.

LEAVENWORTH NURSERIES

L. C. and Elizabeth Gatewood

1201 Vilas

Leavenworth, Kan.

Phone: MUtual 2-6251

FALL 1957

These are some of our heaviest items:

Pfitzer, extra good, up to 24 to 30 ins.

Taxus cuspidata, up to 18 to 24 ins.

Taxus hicksii, up to 24 to 30 ins.

Chinese Elm, fine straight trees, up to 3 ins.

Flowering Crab Apple, up to 6 to 7 ft.

Norway Maple, up to 3 ins.

Soft Maple, up to 1 1/2 ins.

Sugar Maple, up to 1 1/2 ins.

Pin Oak, up to 2 1/2 ins.

Sweet Gum, up to 2 ins.

Cotoneaster divaricata, up to 4 to 5 ft.

Honeysuckle Bush, up to 4 to 5 ft.

Rhus cotinus, up to 6 to 7 ft.

Fruit trees, all kinds

Montmorency Cherry, 1-yr.

C. M. HOBBS & SONS, INC.

Established 1875

Bridgeport, Ind.

Phone: Indianapolis CHapel 4-1812

Stock that is hardy.

WHOLESALE

SUMMIT NURSERIES

STILLWATER, MINN.

WE ARE BOOKING

ORDERS FOR FALL

Well-sheared Juniper Pfitzers, 30 to 36-in. size at \$2.25 each. Dig yourself in 100 lots or more. One-third cash with order.

NEUMANN BROS.

Route 4 Greenville, Ill.

Phone: 877-W1

CARLETON NURSERY CO.

Jones Rd. Carleton, Mich.
Per 100 Per 1000

	Per 100	Per 1000
European Mountain Ash		
6 to 12 ins.	\$ 6.00	\$ 50.00
12 to 18 ins.	8.00	65.00
18 to 24 ins.	12.00	100.00
Washington Hawthorn		
6 to 10 ins.	8.00	70.00
Red-Leaved Barberry		
2-yr., S., 10 to 15 ins.	10.00	90.00
2-yr., S., 15 to 20 ins.	12.00	100.00
2-yr., T., 10 to 15 ins.	12.00	100.00
Bushy, 6 to 10 ins.	6.00	45.00
Green Barberry		
2-yr., T., 10 to 15 ins.	8.00	70.00
S., 10 to 12 ins.	5.00	40.00
Viburnum lantana		
2-yr., 10 to 12 ins.	7.50	60.00
2-yr., 12 to 18 ins.	9.00	75.00
2-yr., 18 to 24 ins.	12.00	100.00
1-yr., 6 to 9 ins.	6.00	50.00
Rhodotypos scandens		
2-yr., 12 to 18 ins.	10.00	80.00
2-yr., 18 to 24 ins.	12.00	100.00
1-yr., 9 to 12 ins.	7.00	60.00
Multiflora Rose		
S., strong 4.00	35.00	
Quercus (Pin Oak), very nice		
12 to 15 ins.	7.50	60.00
Syringa vulgaris , bushy		
3-yr., 9 to 12 ins.	7.50	60.00
3-yr., 12 to 18 ins.	10.00	80.00
White-Flowering Dogwood		
2-yr., 15 to 18 ins.	10.00	85.00
2-yr., 18 to 24 ins.	15.00	...
Flowering Crab Apple , grafts		
Strong, 1-yr., in field		
Malus eleyi 25.00	200.00	
Malus Red Silver 25.00	200.00	
Malus Almey 25.00	200.00	

No charge for packing or crating; all packing done in sphagnum moss to reach you in perfect condition.

EVERGREENS

For the Midwest

Choice, sheared, root-pruned specimens. Your inspection invited.

Fitzer Juniper		
15 to 18 ins.	\$2.75	
18 to 24 ins.	3.50	
2 to 2½ ft.	4.75	
Japanese Juniper (Procumbens)		
2 to 2½ ft.	5.50	
Dundee Juniper		
4 to 5 ft.	7.50	
5 to 6 ft.	9.50	
Spreading Yew		
12 to 15 ins.	4.00	
15 to 18 ins.	5.00	
Pyramidal Arborvitae		
3 to 4 ft.	4.00	
5 to 6 ft.	5.50	

DECIDUOUS STOCK

Moline Elm		
2 to 2½-in. dia.	9.00	
American Elm		
1½ to 2-in. dia.	4.25	
Zabel Honeysuckle , heavy		
4 to 5 ft.	1.00	
Spring Glory Forsythia , heavy		
3 to 4 ft. ....	.75	

L. H. Finley, Mgr.

BIG ROCK NURSERY

Big Rock, Ill.

Located on U. S. Hwy. 30,
10 miles west of Aurora.
Phone Big Rock: 2-2431

one-half holidays a year. One week's vacation is given after one year of employment, two weeks' vacation after five years. It was decided to pay overtime, or time and one-half, for all hours worked over 45, but this was soon changed to allow overtime for hours exceeding 10 per day.

Hospitalization insurance under the Blue Cross plan is encouraged. After the employee has been with the firm for one year, the premiums are paid by the company. Occasionally a picnic is held, which improves employee-employer relations, believes Mr. Siebold.

The company does have turnover of help, but as many employees as possible are retained over winter, with five remaining last winter. Employees, said Mr. Siebold, are encouraged to attend educational conferences. In order to encourage some new employees to learn plant names the company offered an extra day off for those who passed a test with 100 per cent accuracy. Mr. Siebold related that all five employees passed with honors.

Stresses Neatness

Turning to customer relationship, Mr. Siebold said he believes classified directory advertising is most effective in tree work. He stressed neatness in operation and pointed out that his firm provides uniforms for employees, keeps trucks washed, keeps equipment in top condition and cleans up after jobs. As far as the financial end of the business is concerned, he said, outside assistance is used.

Mr. Knight then showed a few colored slides illustrating landscape jobs, company equipment and uniforms. He explained that costs, including overhead, are kept within each department.

For landscape work, \$4.50 per man per hour is charged; for tree work the rate is \$5 per man per hour. Also added to a customer's bill is 1-way travel time. One man, related Mr. Knight, represents an overhead of \$3.60, which includes the cost of truck and equipment. Retail prices are charged for all plants used. For small landscape plans, no charge is made, but for larger plans, Mr. Knight said, he charges \$5 per hour for his time. This charge is included in the cost of materials.

The company, he related, has a minimum planting price of \$25, including materials. Mr. Knight explained that planting charges were based on a rate of three times the cost of labor.

The company has a number of yearly maintenance contracts run-

QUALITY STOCK

Andorra Juniper	Each
Outdoor plants in full sun.	
6 to 10 ins.	\$.06
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Outdoor plants in full sun.	
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Spreading Japanese Yew	
6 to 8-in. bands.20
Burk Juniper , upright	
Outdoor plants in full sun.	
6 to 10 ins., bare-root.14
Pfitzer Juniper	
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Forsythia Lynwood Gold	
Outdoor plants in full sun.	
6 to 10 ins.06
Forsythia Spring Glory	
Outdoor plants in full sun.	
6 to 10 ins. ....	.04
Euonymus coloratus	
Outdoor plants in full sun.	
8 to 10 ins. ....	.03½
Euonymus pauciflora	
Small or large-leaved.	
Outdoor plants in full sun.	
8 to 10 ins. ....	.04
Teucrium chamaedrys	
.....	.04

See classified ad under lining-out stock for other items. Less than 300, total order, add two cents per plant.

McININCH GREENHOUSES

ST. JOSEPH, MO.

SELLING OUT

Thousands of grafted, upright Junipers to be sold at 20 to 30 per cent below wholesale.

Special prices on row and block sales.

If you are in the market for first-quality Junipers, write, call or visit our nursery for prices.

JUNIPER

Canaerti	Burki
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ARBORVITAE

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SUTTON NURSERY & LANDSCAPE CO., INC.

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NEPCO LAKE NURSERY

Growers of Quality Evergreen Seedlings
Transplants and Lining-out Stock

Write for Fall Price List



NEKOOSA-EDWARDS PAPER CO.
PORT EDWARDS, WIS. **PHONE: 4037**

ning from April 1 to November 30. Work such as spraying trees, pruning, lawn maintenance and cultivating is done. Customers are billed monthly for the service.

Tuesday noon, the nurserymen enjoyed lunch in the Big Ten room of Kellogg Center. Adorning the tables were artistic flower arrangements that had been made by the nurserymen's wives at a flower arrangement workshop conducted by Mrs. Harold Hicks, Lansing, Tuesday morning.

The afternoon session, with Dr. Donald Watson, department of horticulture, Michigan State University, serving as chairman, commenced with a talk by Dr. Noel Eckland, assistant director of university conferences, M. S. U. He related that the college of agriculture has pioneered in continuing education programs. He complimented the Michigan nurserymen for holding their 11th annual course at the college.

Michigan Research

Acquainting the audience with new developments in research for nurserymen were Dr. Watson, Dr. Widmoyer and Richard Nuttall, of the department of horticulture, M. S. U. First explained was the work with gibberellin. On March 5,

DISCONTINUING ALL ORNAMENTAL SHRUBS AND SHADE TREES

Closing out entire inventory on the following:

ORNAMENTAL SHRUBS

Snowball	Spiraea vanhouttei	Hydrangea A. G.
225 2 to 3 ft.	85 15 to 18 ins.	30 2 to 3 ft.
150 18 to 24 ins.	100 2 to 3 ft.	80 18 to 24 ins.
Euonymus alatus	225 18 to 24 ins.	American Cranberry Bush
225 18 to 24 ins.	100 15 to 18 ins.	300 3 to 4 ft.
100 15 to 18 ins.	50 12 to 15 ins.	325 2 to 3 ft.
Euonymus alatus	Viburnum lantana	125 18 to 24 ins.
compactus	150 3 to 4 ft.	Blue Mist Spiraea
100 2 to 3 ft.	175 2 to 3 ft.	60 18 to 24 ins.
375 18 to 24 ins.	Forsythia	Honeysuckle, zabeli
175 15 to 18 ins.	40 2 to 3 ft.	250 3 to 4 ft.
	Red Barberry	125 2 to 3 ft.
	225 18 to 24 ins.	
	250 15 to 18 ins.	

SHADES AND ORNAMENTAL TREES

European White Birch	Almey Crab Apple	Silver Maple
75 8 to 10 ft.	75 3 to 4 ft.	325 8 to 10 ft.
150 6 to 8 ft.	Eleyi Crab Apple	60 6 to 8 ft.
50 4 to 5 ft.	150 3 to 4 ft.	Chinese Elm
Mountain Ash	Linden	90 8 to 10 ft.
140 6 to 8 ft.	50 6 to 8 ft.	50 6 to 8 ft.
400 4 to 5 ft.	50 5 to 6 ft.	Russian Olive
Red Silver Crab	50 4 to 5 ft.	25 8 to 10 ft.
250 3 to 4 ft.	Sugar Maple	65 6 to 8 ft.
50 2 to 3 ft.	245 6 to 8 ft.	Schwedler Maple
Norway Maple	75 5 to 6 ft.	85 6 to 8 ft.
100 6 to 8 ft.	75 4 to 5 ft.	125 5 to 6 ft.
100 5 to 6 ft.		

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We are offering, subject to prior sale, the above items. Terms are F.O.B. Benton Harbor, Mich. Boxing and packing additional at cost. Write for quotations on sizes and varieties in which you are interested.

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Hardy Northern-Grown Stock at WHOLESALE

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Write for Price List.

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1957, Kentucky bluegrass was treated with this substance, and within five days the plots turned green. To retain a desirable bright green color, soil fertility levels need to be high. Applications of 1/10, 1 and 10 ounces per million per acre were used, with more growth being produced by the larger amounts. Highly responsive, besides Kentucky bluegrass, are Merion bluegrass, Bermuda grass, rough-stalked bluegrass and Delta blue. Moderately responsive are red top fancy; highland bent, seaside bent, Astoria bent, Pennlawn, creeping red fescue, Illahee fescue, Chewings fescue, Kentucky 31 fescue and alta fescue. Slightly responsive were domestic rye, perennial rye, shade lawn mixed and suburbanite. Zoysia did not respond. Dr. Watson stated that it is best to let the universities experiment with gibberellin until its effects become better known.

Pine Shoot Moth

The European pine shoot moth is becoming more and more of a problem with landscape nurserymen, said Dr. Widmoyer. Control depends upon careful timing of the spray control program, the choice of effective insecticides and complete coverage of susceptible parts of the host tree. Two or three applications of DDT, at the rate of three pounds to 100 gallons of water, are best, with the first application being made the latter part of April. Dr. Watson said that after traveling around the country and seeing the damage caused by insects, he has concluded that before long every living tree or shrub will need to be sprayed two or three times a year. He also called attention to the study made on more efficient management of nursery operations, the results of which were published in the July 15 issue of the American Nurseryman.

It was revealed that a study is now under way at the university on the cost of production of nursery crops. About 10,000 plants are being used in the project, conducted in cooperation with a local nursery. Four plots are used, with 25 varie-

25 MILLION SEEDLINGS

of
Scotch, Austrian and Red Pine

McCURDY BROS. NURSERIES

MANTON, MICH.

GERARD K. KLYN, INC.

Mentor, Ohio

Wholesale Rose Growers
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35 years of honest, reliable service. You are invited to visit us this summer. You will enjoy it.

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.
ONARGA, ILL.

HANKOW CORKSCREW TREE (*Salix matsudana tortuosa*)

Unusual landscape addition to tree lawn or shrub border. Branches both large and small grow upward with an exotic corkscrew twist.

A charming hardy Oriental tree that will delight you and your horticulturally interested customers.

Per Each Per Dozen
6 to 8 ft. \$3.50 \$35.00
Outdoor rooted cuttings, \$25.00 per 100.

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PERRY, OHIO

WISCONSIN-GROWN CHRISTMAS TREES

Write for listing of producers of pine, balsam and spruce Christmas trees, boughs, wreaths, roping, etc.

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Hydrangea P. G.

Hydrangea P. G. (Tree Form)

Ornamental Trees

Grapevines, 1-yr. and 2-yr.

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WILLOWBEND NURSERY
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HARDY PLANTS

QUALITY—SERVICE
Perennials & Specialty.
2559 Mentor Ave. MENTOR, O.

NORTHERN-GROWN

FRUIT TREES

DWARF and STANDARD

Write for wholesale list.

MALONEY BROS. NURSERY CO.
DANVILLE, N. Y.

TREE SEEDS

1957 Crop

Red Pine and White Pine
for Fall Planting

IRON MOUNTAIN EVERGREEN CO.
Iron Mountain, Mich.



ties in each plot. Different soil mixtures are being used in the plots, and overhead watering and subirrigation are being employed. One plot is devoted to field-grown stock.

Peat Balling

After enjoying a chicken barbecue dinner Tuesday evening with the Michigan State Florists' Association, which was holding a 1-day growers' meeting, the nurserymen heard a discussion on peat balling, B&B stock and potted material. Harold Hicks, Cottage Gardens, Lansing, served as moderator.

Lester Begick, Begick Nursery, Bay City, showed how rotproof burlap squares are used to wrap the roots of dormant trees in peat moss. The peat balls are plunged in peat beds. The trees are fertilized with Rapid-Gro and have a fibrous root system and good foliage in July. Mr. Begick related that many peat-balled trees set right on top of the ground in April and kept moist have developed satisfactorily.

The advantages of this method are that it insures a greater root system than that obtained by digging B&B; the peat balls are light and easy to move, and the trees can be easily planted in summer, increasing summer tree sales.

B&B Material

Next on the program was George Young, George E. Young Nursery, Oak Park, who talked on B&B material. He showed colored slides and explained how he dug and balled and burlapped native trees. Birch, usually a 2 or 3-stemmed tree, is dug with a 36-inch ball, 12 inches deep. Trees that are dug in winter when the temperature is about 25 degrees are for spring and summer sales. A proper ball is needed, stressed Mr. Young. Some weigh up to 1,500 pounds.

When the trees are transported to the nursery, the balls are covered with leaves or a mixture of straw and leaves to prevent thawing. The centers and tops of the trees are pruned out. The trees usually run 12 to 15 feet tall. Poplar, pin oak and maple are the trees most often obtained, and various types of spruce have been dug and balled in February.

Mr. Young presented some cost figures on his operations. He stated that a ball up to 48 inches in diameter could be handled. There is no standard rule as to the size of the ball that can be used when digging the trees, he stated. It is necessary to judge the proper size from the root growth of each tree.

He concluded his discussion with

IRRIGATED FRUIT TREES AND BERRY PLANTS

For Fall and Spring

PEACH TREES: 1-yr., dormant buds, well-branched.

Each 2 to 3 ft., 5/16 to 7/16-in. cal. \$0.25

3 to 4 ft., 7/16 to 9/16-in. cal. .30

4 to 5 ft., 9/16 to 11/16-in. cal. .40

5 to 6 ft., 11/16-in. cal and up .50

Varieties: *Elberta, Early Elberta, Burbank Elberta, J. H. Hale, Halehaven, Redhaven, Belle of Georgia, Golden Jubilee, Chinese Cling.*

APPLES: 2-yr., grafts and buds, well-branched.

4 to 5 ft., 9/16 to 11/16-in. cal. .55

5 to 6 ft., 11/16-in. cal. and up .65

Varieties: *Red Delicious, Yellow Delicious, Lodi, Transparent, Summer Chapman, Jonathan.*

PEARS: 2-yr., grafts and buds, well-branched.

3 to 4 ft., 7/16 to 9/16-in. cal. .50

4 to 5 ft., 9/16 to 11/16-in. cal. .60

5 to 6 ft., 11/16-in. cal. and up .75

Varieties: *Bartlett, Douglas, Kieffer,*

PLUM: 1-yr., buds, well-branched.

Garber. 3 to 4 ft., 7/16 to 9/16-in. cal. .50

4 to 5 ft., 9/16-in. cal. and up .65

APRICOT: 1-yr., dormant bud, well-branched.

3 to 4 ft., 7/16 to 9/16-in. cal. .60

4 to 5 ft., 9/16-in. cal. and up .75

CHERRY: 1-yr., buds, well-branched.

2 to 3 ft., 7/16 to 9/16-in. cal. .60

3 to 4 ft., 9/16-in. cal. and up .70

Varieties: *Montmorency, Early Richmond.*

DWARF FRUIT TREES

DWARF APPLE on Malling No. 9

2 to 3 ft., 5/16 to 7/16-in. cal. Each whips .75

2 to 3 ft., 5/16 to 7/16-in. cal. branched .00

3 to 4 ft., 7/16-in. cal. and up, whips .25

3 to 4 ft., 7/16-in. cal. and up, branched .50

Varieties: *Red Delicious, Northern Spy, McIntosh, Wealthy, Close, Transparent, Cortland.*

DWARF CHERRY

2 to 3 ft., 7/16-in. cal. and up, branched .75

2 to 3 ft., 5/16-in. cal. and up, branched .60

Variety: *North Star.*

BERRY PLANTS

BOYSNBERRY: No. 1, 100 tips \$5.00 \$40.00

DEWBERRY: No. 1, tips Austin and Lucretia 5.00 40.00

BLACKBERRY: 1-yr., No. 1 Lawton 5.00 40.00

GRAPES: 2-yr., No. 1 Concord and Fredonia 10.00 90.00

STRAWBERRIES

Blakemore 1.00 7.00

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Berry plants will be ready for shipment October 15. Fruit trees, November 20.

Terms: Usual terms to parties with established credit, otherwise furnish reference with order or 25% cash and balance C.O.D. Free packing when cash accompanies order.

WE GUARANTEE ALL STOCK TO BE SATISFACTORY IN EVERY WAY OR YOUR MONEY REFUNDED.

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Mountainburg, Ark.

4000 SPECIMEN B&B EVERGREENS

Canadian Hemlock, sheared, 2 1/2 to 8 ft., \$2.00 per foot. *Juniper, Pfitzer, Hetz, Von Ehron*, 2 ft. and up, \$1.25 per foot. *Taxus*, depending on variety and size, \$5.00 and up.

100,000 POTTED LINERS

2 and 3-year

Taxus, 12 varieties, 6 to 8 ins., 35c; 8 to 10 ins., 45c; 10 to 12 ins., 60c; 12 to 15 ins., 75c.

Juniper, Pfitzer, 6 to 8 ins., 35c; 8 to 10 ins., 45c.

Viburnum rhytidophyllum, 12 to 15 ins., 50c.

Canadian Hemlock, frame, 3-yr., 8 to 10 ins., 25c; 10 to 12 ins., 35c; 12 to 15 ins., 50c.

Weigela Eva Rathke, frame, 1 and 2-yr., 12 1/2c and 15c.

Most of the liners listed are suitable for cannery.

You are invited to look this stock over.

HUMPHREYS LANDSCAPE SERVICE

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AZALEAS CONIFERS and BROAD-LEAVED EVERGREENS

Finished Stock and
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(See Classified Ad)

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A new Red-Flowering Dogwood

A truly red *Cornus florida rubra* with excellent growth and outstanding foliage characteristics.

Available beginning fall, 1957.

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- ILEX ROTUNDIFOLIA
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- PITTZER JUNIPER

Write for our latest wholesale list.

Buy Quality
There's No Substitute

a mention of a time study conducted on potting roses. Mr. Young related that 4,133 roses and 100 lilacs had been potted in 410 hours. The timing commenced with the bringing in of the soil and ended when the last rose was placed in storage. Using a figure of \$2 an hour for labor, Mr. Young estimated it cost 13 cents to pot each rose.

Completing the evening discussion was a talk by Peter Christensen, Plymouth Nursery, Plymouth, on potted materials. Using colored slides, he showed the layout of his concrete beds, which are divided by concrete walks. The beds measure 6x30 feet. They will hold 450 potted roses. Also shown in the slides was the egg crate frame supported by steel pipes which serve as a support for shade materials. Mr. Christensen believes the frame, made of 2x4 stock, is too heavy. He said the beds are filled early in the morning for subirrigation and are drained at 3 or 4 p. m.

Rounding out the program, Al Goldner, Goldner-Walsh, Birmingham, showed slides of his Lawnmaker machine, which will fertilize, seed and roll in one operation and will cover 1,500 square feet per hour. Mr. Durrant showed slides of his new house, which included an elaborate bluestone patio in the back yard.

Mr. Hicks and Arthur Watson, the Arthur L. Watson Nurseries, Grand Rapids, reported on the recent American Association of Nurserymen's convention at Miami Beach, Fla.

To Incorporate or Not?

The question of whether to incorporate or not was discussed by Zolman Cavitch, law school, Western Reserve University, and Grossmen, Schlesinger & Carter, law firm, Cleveland, O. After explaining briefly the difference between a proprietorship, a partnership and a corporation, he said the only way to determine whether incorporation is advisable is to prepare a separate tax analysis based on future income. Mr. Cavitch distributed sheets showing a comparison of tax rates between an unincorporated and an incorporated business, one making \$30,000 a year, the other \$100,000 a year. Listing advantages of incorporation, Mr. Cavitch mentioned limited liability, centralized management, immediate tax savings (when capital gains tax on retained earnings is disregarded), flexibility for family transfers and availability of pension and profit-sharing plans to shareholder-officers.

Disadvantages of incorporation

Ozark
NURSERY COMPANY

- FRUIT TREES—Standard and Regular
- SMALL FRUITS—Grapes and Berries
- ORNAMENTAL and SHADE TREES
- FLOWERING SHRUBS
- EVERGREENS—Broadleaf and Conifers
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OZARK IKE Says:

"All fields under irrigation. Delivery service to your door. Mechanical digging assures entire root system. Evergreens individually tagged for size and variety. B and B stock burlap treated to prevent rot. 125' x 160' cold storage for stock. Radio equipped field trucks speed service."

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Ozark Nursery's NEW wholesale catalog with attractive prices.

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Our Trade List Shows

Shrubs — Magnolias — Dogwood —
Roses
Finished and Liners
Also Dependable Nursery Supplies
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WE SPECIALIZE IN FINE Azaleas and Camellias

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PEAR SEEDLINGS

Pyrus calleryana
In limited supply.

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SEMMES
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and other choice evergreens

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were listed by Mr. Cavitch as possible difficulty in justifying deductibility of shareholder-officers' salary, possible penalty tax on accumulation of earnings, additional Ohio fees and taxes, prohibitive cost of liquidating assets if their market value increases and the difficulty in returning to a noncorporate organization.

Separate Discussions

After the talk by Mr. Cavitch, the nurserymen divided into two groups, one attending a session led by Mr. Knight on nursery problems, the other attending a discussion by Mr. Cavitch on profit-sharing plans.

In the latter discussion, Mr. Cavitch answered various questions posed by the audience. He stressed that pension plans must be approved by the internal revenue service. To a question as to whether the board of directors must be paid, the reply was negative. In closely held corporations, the members of the board are usually salaried employees. In larger corporations they are paid for service on the board. It was asked if the bureau of internal revenue pays much attention to the minutes of a board meeting. The answer was that it does not, if the compensation of the officers is in line.

A member asked if the owner of a corporation can take profits out as capital gains. The reply made was that if the business is liquidated after the assets have grown, the shareholders can pay a capital gains tax on the difference between the amount invested and that received.

In the former session, Mr. Knight informed the group that he and his partner have purchased 17 acres of sandy loam ground and have irrigated four acres, which is planted to miscellaneous stock. From a 150-foot well, a 2-inch pipe is extended and joined to a 3-inch aluminum portable pipe.

The discussion turned to production costs, and agreement was reached that blocks of like stock must be numbered and assigned separate costs. Mr. Durrant commented that he believes it better for landscape men to do more selling and less growing.

Talk on Selling

Since Charles E. Potter, state senator from Sheboygan, Mich., could not be present, the nurserymen heard an able substitute in Dr. Joseph Thompson, of the business administration department, M.S.U., who talked on selling. He advised the group that price alone should not be sold unless that is the only thing one has to offer. The individ-

FALL, 1957, SPECIALS

Crimson King Maple, 6 to 6 ft., 6 to 8 ft.
Norway Maple, 4 to 6 ft., 5 to 6 ft.
Dwarf Red Buckeye, 6 to 12 ins., 12 to 18 ins.
Pink and White Dogwood, 3 to 8 ft.
White Birch, 4 to 5 ft., 5 to 8 ft., 6 to 8 ft.
5-in-1 Apple, 9/16-in. cal., 11/16-in. cal.
Flowering Crab Apple, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft.
Redbud, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 8 ft.
Moraine Locust, 5 to 6 ft., 6 to 8 ft.
Purple-leaved Plum, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft.

Flowering Peach, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft.
Hemlock, 30 to 38 ins., 3 to 4 ft.
Pyramidal Arborvitae, 2 to 3 ft., 3 to 4 ft.
Globe Arborvitae, 15 to 18 ins., 18 to 24 ins.
Pfitzer Juniper, 15 to 18 ins., 18 to 24 ins., 24 to 30 ins.
Sabina Juniper, 15 to 18 ins., 18 to 24 ins.
Pin Oak, 4 to 5 ft., 5 to 6 ft., 6 to 8 ft.
Red Weigela, 15 to 18 ins., 18 to 24 ins., 2 to 3 ft.
Variegated Weigela, 15 to 18 ins., 18 to 24 ins.
Hall's Honeysuckle, 1, 2 and 3-yr. T.

And Many Other Items to Select
Write for catalog.

BOYD NURSERY CO., INC. McMinnville, Tenn.

SUGAR MAPLE, CHINESE ELM AND SILVER MAPLE

Excellent nursery-grown trees, in quantity.

6 to 8 ft., 8 to 10 ft., 10 to 12 and 14 ft.

ALSO

Pink Dogwood
White Dogwood

Flowering Crab
Crape Myrtle

Fruit Trees
Grapevines

Prices on request.

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ESTABLISHED 1900

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ROSEBUSHES

Patented and Standard in
Good Assortment
Bare-Root—Packaged
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LONICERA HALLIANA
(Hall's Honeysuckle)

Per 1000
1-yr., No. 1 \$55.00
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Free delivery on full truckload lots within a radius of 600 miles.

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BROAD-LEAVED and CONIFERS
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Quality Plants Since 1841

HILLENMEYER
Nurseries
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COLORADO EVERGREEN SEED

NEW CROP

Douglas Fir, \$10.50 per lb.

Concolor Fir, \$3.25 per lb.

Colorado Blue Spruce, \$9.00 per lb.

Postage paid if payment with order. Delivery by January 1. Other Colorado varieties available.

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for Best Prices*

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FINISHED STOCK and LINERS
We solicit your inquiries.

LAIRD'S NURSERIES
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RICHMOND, VA.
5 miles west of city on Broad St. Road



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LAUREL LAKE NURSERY
Specializing in
AZALEAS — CAMELLIAS — HOLLIES
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CHINESE CHESTNUT TREES
Seedlings only of the Peter Lui strain, 2-yr. br., 18 in. to 5 ft. Also, a special selection of Nanking seedling progeny in 2-yr. trees. Your inquiries invited.

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LEESBURG, GA.

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Wholesale Nurserymen
P. O. Box 341 McMinnville, Tenn.
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ARP ROSES
AARS winners and 130 other popular varieties. In attractive, colorful packages or bare root.

PECAN TREES
Beautiful shade, productive too! Prolific varieties. Sizes 1½ to 12 feet. In attractive packages or bare roots. Get stock list and prices.

ARP Nursery Co.
Box 3338-J, Tyler, Texas




BLACKWELL NURSERIES
Azaleas, Ilex and Magnolias
Lining-out and container-grown stock.
Semmes, Ala.

CUMBERLAND VALLEY NURSERIES, INC.
Wholesale Growers of Dependable
Fruit and Flowering Trees
Write for latest price list.
313 N. Chancery St.
McMINNVILLE, TENN.

**A General Line of
FRUIT and ORNAMENTAL
TREES and PLANTS**
BUNTINGS' NURSERIES, Inc.
BOX 3 **SEBYVILLE, DEL.**

ual, he added, is the person who justifies the price. It takes a great amount of product knowledge and knowledge of people to sell properly, he said. There is no essential difference between selling a tangible and an intangible product. In the latter case, the only additional effort necessary is the creating of a picture in the customer's mind. He advised members of the audience to write out what they would say to a customer under certain conditions and then to analyze the words in order to find any weaknesses that may exist in their sales technique.

Equipment Demonstration

Wednesday afternoon was devoted to a tour of a local nursery, Cottage Gardens, Van Alta road, Lansing. After viewing the well-kept grounds of the nursery, the nurserymen were treated to an equipment demonstration. First shown was the Watco misting system, demonstrated by Al Saffer, New York, N. Y. Next, various attachments were demonstrated on International Harvester Co. tractors, after which the York rake, the Brillion seeder and other attachments were viewed in operation on Minneapolis-Moline tractors.

Next seen were Howard Rotavators and a demonstration of the Rotomist and other sprayers manufactured by the John Bean Div., Food Machinery & Chemical Corp. In action next were Ford tractors, demonstrating a Roseman rake, a Sherman-Gill pulverizer and seeder, an Economy posthole digger, a Sherman earth digger and a Sherman earthcavator and scraper.

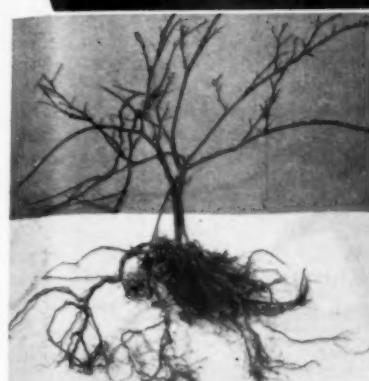
Mounted on a Willys jeep, an Auburn Jeep-A-Trench was seen in operation. After that, a John Deere crawler with a bulldozer blade was viewed.

The W-W Grinder Co. of Lansing, Mich., had set up a soil shredder, which it demonstrated. Attracting much attention was the machine presented by the Lawnmaker Co., Saginaw, Mich. Reel and rotary mowers were put in operation by the Capitol Equipment Co., Lansing, Mich.

Wednesday evening, August 7, the nurserymen who remained to participate in the nursery tour scheduled to depart the next morning were treated to a showing of colored slides and a lecture by Mr. and Mrs. Al Goldner, Goldner-Walsh, Birmingham, who presented highlights of their recent trip to Caracas, Venezuela. The pictures showed the city well landscaped and having modern architecture.

Hosts and hostesses for the convention were Mr. and Mrs. Louis

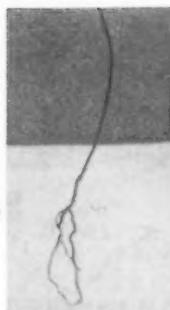
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Our 2-year-old plant

GET THIS

NOT THIS



Two-Year-Old Heavy No. 1

10 to	50	45c	each
50 to	100	42½c	each
100 to	500	40c	each
500 to 1000		35c	each
1000 or more		30c	each

- Top Sail
- Hunts
- Thomas
- James
- Bronze

WHILE THE SUPPLY LASTS, we offer our fine two-year-old heavy Scuppernongs . . . **ALL** No. 1 plants field-grown.

Don't ship those one-year layers to your customers! Prevent complaints . . . build goodwill with our superior two-year-old plants.

We will start shipping about October 15th. Order direct from this ad. If we are sold out, your order will be returned immediately.

TERMS: 2% CASH DISCOUNT. To satisfactory credit risks 2% discount if paid within 10 days from date of shipment. Otherwise 30 Days Net. New credit customers please send credit references to avoid additional shipping delay. **ALL PRICES F.O.B.** No charge for packing. **ORDERS** for more than 10 shipped Railway or Motor Express . . . too large for Parcel Post.

Individually root wrapped with lithographed color label, price on request.

SEND ALL ORDERS TO:

ARAB NURSERY COMPANY

ARAB, ALABAMA

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COMPLETE WHOLESALE PRICE LIST NOW READY FOR MAILING

LINING-OUT and FINISHED STOCK

**TREES — FLOWERING SHRUBS
PRIVET — VINES — EVERGREENS**

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McMINNVILLE, TENN.

JUNIPER GRAFTS

Specimen Evergreens

Moraine Locust

1 and 2-Yr. Tops

Heavy Shrubs

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SNEED NURSERY CO.

P. O. Box 798

Oklahoma City 1, Okla.

Broad-leaved Coniferous Evergreens

Write for complete price list.

T. G. OWEN & SON, INC.
Columbus Mississippi

HIGH-GRADE EVERGREENS

Will have our usual supply of Bota, Arborvitae, Juniper, Taxus, Spruce and Pine. Also Magnolia and broad-leaved evergreens.

Come and See Our Stock

FIKE NURSERIES
HOPKINSVILLE, KY.

AZALEAS

Broad-leaved Evergreens and a general line of quality ornamentals.

THE TANKARD NURSERIES
EXMORE, VA.



MISSISSIPPI NURSERYMEN

[Continued from page 13]

of the consumer" and encompasses not only advertising, selling and the display of goods, but any phase of business activity that reduces costs and increases sales.

Mr. West believes that, because of poor merchandising, only 60 per cent of the gardeners of America are using plant food at the present time. The number of gardeners in America is 60,000,000, he stated, and that number should double by 1960, providing a vast potential of sales for nurserymen.

Merchandising Appeals

The needs and desires of customers can be satisfied by three types of merchandising programs, said Mr. West. The first, price impression, is the most familiar but the least important of the three. This was explained when he related that not

RED RASPBERRY PLANTS

Five of the leading varieties:

	No. 1 suckers 3/16-in. cal. and up	No. 1 1/4-in. cal. and up
Chief	\$57.50	\$67.50
Latham	62.50	72.50
Milton	62.50	72.50
Newburgh	62.50	72.50
Taylor	62.50	72.50

Everbearing Varieties

Three of the best:

Durham	85.00	95.00
Indian Summer	67.50	77.50
September	85.00	95.00

All of our plants are power-dug, assuring you of good roots. For larger quantities, write for special prices.

IVAN R. CONGDON NURSERY

North Collins, N. Y.

Better Liners of the Better Kinds

BERBERIS Crimson Pygmy
CAMELLIA Sasanqua
FORSYTHIA Beatrix Farrand
FORSYTHIA Lynwood Gold
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Write for Complete Price List.
Jacques Legendre, Pres.

GULF STREAM NURSERY
WACHAPREAGUE, VIRGINIA

HANDINA SEEDLINGS

	Per 100
1 ft.	\$10.00
2 ft.	15.00
3 ft.	20.00

CHERRY LAUREL SEEDLINGS

	Per 100
3 to 4 ins.	5.00
6 to 8 ins.	10.00
12 to 15 ins.	15.00

Send check or money order—No C.O.D.'s
Mail or express collect—No charge for
packing.

PINKSTON NURSERIES PARROTT, GA.

Rhododendron, Mountain Laurel, Leucothoe, Balsam Fir, White Pine and Hemlock, collected and nursery-grown in limited amount for spring, 1958. Seedlings, B&B, clumps and cutback stock (pans).

ANTHONY LAKE NURSERY, INC.
Pineola, N. C.

CANNED PLANTS

Build profits with Wight's container-grown evergreens. Wide assortment, including Ilex, Magnolia, Camellias, Pyracantha. Ask for wholesale list.

Wight NURSERIES CAIRO, GA.

MORNING STAR NURSERY

Rives, Tennessee
Wholesale Growers
Evergreens, Trees
Deciduous Shrubs, Roses
Send us your want list

SMALL FRUIT PLANTS and VEGETABLE ROOTS

We grow for the whole-
sale trade only.

KRIEGER'S WHOLESALE NURSERY
BRIDGMAN, MICH.

SEED CHESTNUTS

Castanea mollissima orders taken for fall, 1957, crop. 50¢ per lb. F.O.B. Trappe, Md. Lower prices for large quantities.

COMPTON FARM
c/o J. M. Arensberg, Agent
1404 First National Bank Bldg.
Pittsburgh 22, Pa.

GRAPE CUTTINGS

Fall and Winter
1957 Prices—State Inspected

	Per 1000
Concord	\$7.50
Niagara	8.50
Delaware	8.50

Please order at once.
PAW PAW PLANT CO.
Paw Paw, Mich.

Specialists in PERENNIALS

SEEDS—PLANTS—BULBS

Perhaps America's largest list of un-
usual plant materials.

Wholesale catalog on request.

PEARCE SEED COMPANY
Dept. N, MOORESTOWN, N. J.

RARE and UNUSUAL BULBS
FREE list on request
GROWERS EXCHANGE, Inc.
FARMINGTON B. MICHIGAN

CHIPMAN'S CANADA RED RHUBARB

Early Order Discount
Write for Prices

KEELER'S GARDENS
Sioux Falls, S. D.

much would be achieved by lowering one's price below that of a competitor, since the nursery industry receives only 2/10 of 1 per cent of the consumer dollar. An effort should be made to win some of the 99.8 per cent. This could be accomplished by employing the other two types of merchandising programs, quality merchandising and service merchandising.

He explained quality merchandising with the following example: A Dallas nurseryman's name began with B, so a slogan "The House of Big B Plants" was developed and amplified: "Look for the Big B tag on each plant. It is your assurance that these plants have been inspected by our graduate horticulturist and are disease-free and of the best quality available." Mr. West said that there are many ideas for quality merchandising, such as a company's integrity and qualified experience and pride of possession.

Service merchandising can be accomplished by providing such services as soil testing, pruning demonstrations and advice in proper insecticide selection and use, stated Mr. West.

Seven Magic Words

He concluded by listing seven magic words and explanations which could be the secret to gaining public acceptance for the individual, the business and the industry.

Ambition—Possess a burning desire to succeed.

Tenacity—Give a program sufficient time to succeed.

Enthusiasm—Enjoy planning and managing a good merchandising program.

Stamina—Mental and physical endurance play an important part in success.

Optimism—Possess an unshakable confidence in oneself.

Ingenuity—Possess creative imagination and resourcefulness.

Courage—Have sound convictions and a spirit of risk taking.

Dr. C. H. Graves, plant pathologist of M. S. C., explained the science of plant pathology and its importance to nurserymen. He outlined some plant quarantine procedures and used the camellia flower blight of other states as an example.

Research

Douglas Johnson, student at M. S. C. and also a scholarship recipient, spoke on "The Effect of Parachlorophenoxyacetic Acid on Fruit Set of Burford Holly." Mr. Johnson outlined a test conducted by him in which plants were sprayed at intervals with the hormone at the

rate of one part acid to 2,500 parts of water. He stated that the plants were sprayed at flowering time and specified times thereafter. The sprayed plants produced berries of mature size in four weeks, while the unsprayed plants required considerably more time, said Mr. Johnson. The plants receiving the hormone at 15-day intervals and nine times were heavily laden with berries, while only a few berries remained on the unsprayed plants. Mr. Johnson emphasized that the Burford holly, a choice landscape item, often loses most of its fruit. Plants with berries would command a premium price for the nurseryman, he said, and this preliminary study indicates possibilities in the use of hormone sprays in this connection.

Container Stock Studies

C. O. Box presented a report on some fertilization studies of container nursery stock conducted at Mississippi State College. With the advent of shrub production in containers in the Mississippi area, he stated, growers were attempting to follow a fertilization program similar to field fertilization. This resulted in inferior growth. A demonstration study was conducted and revealed that more frequent fertilization, even in smaller amounts, produced better results. The best results were produced, he stated, by fertilizing with a 50-50 mixture of ammonium nitrate and muriate of potash at one-quarter ounce to two gallons of water at weekly intervals applied by a Hozon siphon. These results led him to believe that a much heavier fertilization program should be used, as well as organic sources of nitrogen for slow and prolonged release.

High-Nitrogen Feeding

Mr. Box stated that a preliminary study of nitrogen levels this year showed that the level could be as high as 200 parts per million (Spurway) for some plants if the soil condition was ideal. The heavy application of ammonium nitrate to maintain this level caused the pH to drop to an extremely low and detrimental level. Also, during flushes of growth, it was virtually impossible to maintain this level, due to utilization and leaching of the nitrogen. These high levels of nitrogen produced excellent growth on the plants used and proved the feasibility of such a high level. Mr. Box stated that additional work is needed on this high-nitrogen phase, with emphasis on non-acid-forming fertilizers. Also, a cost analysis of methods of fertilization, dry as compared to liquid, should be made by nurserymen, he said. Many

"PEDIGREE SEED
COVERS THE EARTH"

Better Quality

Better Service

Better Prices

Better Lawns

from

Pedigreed Seed Company

Write or phone collect for prices on your
Special Formulas, Private Brands
or Straight Seeds!

PEDIGREE SEED CO.
96 Forrest Street,
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PEACH

	Per 10	Per 100	Per 1000
5 to 6 ft., 11/16-in. cal.	\$7.50	\$65.00	\$600.00
4 to 5 ft., 9/16-in. cal.	6.50	55.00	500.00
3 to 4 ft., 7/16-in. cal.	5.50	40.00	350.00
2 to 3 ft., heavy, 5/16-in. cal.	4.00	30.00	250.00
Belle of Georgia			
Blake	Elberta	Krummel	Rio Oso Gem
Cardinal	Golden Jubilee	Late Elberta	Slapppy
Coronet	Halehaven	Ranger	South Haven
Dixigem	Heath Cling	Red Cap	Sunhigh
Dixired	J. H. Hale	Red Globe	Triogem
	Keystone	Redhaven	

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Waynesboro, Virginia

DWARF FRUIT TREES

We have for this fall or next spring delivery the finest-quality assortment of dwarf apple, peach and pear trees. We will grow dwarf trees on contract for you according to your special requirements. Write now for your stock to supply your needs for next selling season. You can't sell what you haven't got. Maybe we have just what you want. Ask for our complete wholesale price list.

THE C. D. MORRIS NURSERY, LTD.
Box 5, Ocean Park, B. C., Canada

SEEDS for the Nurseryman and Forester.
Write for catalog.
F. W. SCHUMACHER, HORTICULTURIST
SANDWICH, MASS.

FRUIT TREE SEEDLINGS

	100	1000
Pear (<i>Pyrus calleryana</i>)		
No. 1	\$5.50	\$50.00
No. 2	5.00	45.00
No. 3	4.50	40.00
Plum (<i>Prunus americana</i>)		
1/4-in. up	4.30	38.00
No. 1	4.10	36.00
No. 2	3.30	28.00
No. 3	2.50	20.00

Write or phone for prices on
large quantities.

J. H. SKINNER & CO. NURSERY

Rt. 6 Topeka, Kan.

THREE RED RHUBARBS

Canada Red
(Chipman's Strain)

MacDonald Red
Valentine Red
True-to-Name.
Division-Grown.

Good No. 1 Divisions. Fall or
spring delivery. Wholesale
only. Write:

CHAPMAN'S BERRY FARM
East Leroy, Mich.

SMALL FRUIT PLANTS

Grapes

Currants

Berry Plants

Write for Wholesale Price List

FOSTER NURSERY CO., Inc.
69 Orchard St.

FREDONIA, N. Y.

are actually losing money by applying nutrients that are not needed and have a high cost of application as well. He predicted future fertilization through irrigation systems as now being used by some florists' crop producers.

Other papers were presented by Mr. Box and H. E. Quimby that were of interest primarily to florists' crop producers. These were on pot chrysanthemums and kalanchoe.

R. P. Colmer, of the state plant board, outlined the functions of the board and explained some of the regulations. He concluded the program by giving a detailed report of his recent trip to Holland and illustrated with pictures the production of bulbs and flowers in Holland.

Members of the A. A. N. held a breakfast meeting during the convention, at which the status of the nursery industry in Mississippi was discussed.

VIRUSES IN HYBRID LILY

Especially desirable among the lilies developed recently for garden use are hybrids between *Lilium henryi* and various trumpet lilies. One of the first of these interspecies crosses was a hybrid between *L. henryi* and *L. myriophyllum superbum* E. H. Wilson, which was made in New Jersey in 1933. This cross, introduced under the name L. T. A. Havemeyer, soon became an expensive item in the trade. The lily, T. A. Havemeyer, established a vogue for this kind of lily that combined the disease resistance of *L. henryi* with the less resistant but more attractive trumpet lilies such as *L. sargentiae*, *L. leucanthum chloraster* Wilson and other trumpet forms. The original Havemeyer hybrid remained very high-priced and was never generally established in American commercial plantings or gardens.

Shortly after the variety Havemeyer was introduced, a bulb was planted in an isolated area at Newberg, Ore., and grown into large clumps that now bloom at an average height of approximately eight feet. The foliage of these lilies has for years had a mild diffused mottle unlike the conspicuous square mottle characteristics of *L. henryi*. The usual virus of *L. henryi* is distinct from the other viruses of lily and is very different from the mottle virus of *L. myriophyllum superbum*, the other parent of L. T. A. Havemeyer. The *L. henryi* virus induces coarse yellow patches in the foliage and reddish blotches on the flowers of the pink test tulip, Clara Butt, re-

60,000 DWARF APPLES

Astrachan Red; Close; Cortland;
Duchess; Lodi; McIntosh; Spy;
Red Melba; Wealthy, all sizes,
3/16 to 1 1/16-in. cal.

30,000 CUT-LEAVED WEEPING
BIRCH (*Betula laciniata*), all sizes,
2 to 10 ft.

For prices write today:

BROOKDALE-KINGSWAY, LTD.
Bowmanville, Ont., Canada

WE OFFER ...

Our General Line of

SMALL FRUIT PLANTS

Let us quote on your
requirements.

L. J. RAMBO'S WHOLESALE NURSERIES
Bridgman, Michigan

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OREGON BULB FARMS
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GRESHAM, OREGON

Lilies

Daffodils

PEONIES • IRISES
DAY LILIES • POPPIES
ALL YOUNG-GROWN STOCK
PROMPT SERVICE

Send for Wholesale Prices.
Early orders advised.

WASSENBERG GARDENS
4 1/2 Miles East on U. S. 30
VAN WERT, OHIO • "The Peony City"

FRUIT TREES

Dwarf and Standard

Send for Wholesale List

KELLY BROS. NURSERIES, INC.
Dansville, N. Y.

SEEDS

Collectors of Tree, Shrub and
Wild Flower Seeds
Crude Drugs and Ornamentals

E. C. MORAN, Stanford, Mont.

HERE IS WHY NURSERYMEN PREFER MENNEPOTS



Superior Strength

Sturdily constructed, the MENNEPOT withstands hard handling.

Stapled Bottom

Comes completely assembled . . . Potting can start immediately upon arrival.

Light Weight

The MENNEPOT is economical to use. Light weight makes shipping costs less.

Drainage

The side-drainage feature makes waterlogging impossible while standing in salesyard.

Size 0 Top 4 ins.
Bottom 3½ ins.
High 4 ins.
Weight per 100
Regular 10 lbs., Heavy 25
Regular Weight Price
100 . . . \$2.75 1000 . . . \$25.00
Heavy Weight Price
100 . . . \$3.75 1000 . . . \$35.00

Size 0½ Top 5 ins.
Bottom 4 ins.
High 5 ins.
Weight per 100
Regular 13 lbs., Heavy 30
Regular Weight Price
100 . . . \$3.50 1000 . . . \$32.50
Heavy Weight Price
100 . . . \$4.50 1000 . . . \$42.50

Size 1 Top 6 ins.
Bottom 5 ins.
High 6 ins.
Weight per 100
Regular 15 lbs., Heavy 35
Regular Weight Price
100 . . . \$4.00 1000 . . . \$37.50
Heavy Weight Price
100 . . . \$5.25 1000 . . . \$50.00

Size 2 Top 7 ins.
Bottom 5½ ins.
High 9 ins.
Weight per 100
Regular 24 lbs., Heavy 55
Regular Weight Price
100 . . . \$4.50 1000 . . . \$42.50
Heavy Weight Price
100 . . . \$5.75 1000 . . . \$55.00

Size 3 Top 8½ ins.
Bottom 6½ ins.
High 9 ins.
Weight per 100
Regular 30 lbs., Heavy 70
Regular Weight Price
100 . . . \$5.00 1000 . . . \$47.50
Heavy Weight Price
100 . . . \$6.25 1000 . . . \$60.00

Size 4 Top 10 ins.
Bottom 8 ins.
High 10 ins.
Weight per 100—120 lbs.
100 . . . \$11.00
500 . . . \$52.50 1000 . . . \$100.00
*Heavy Only—
For trees and shrubs.

Size 5 Top 12 ins.
Bottom 10 ins.
High 12 ins.
LG. POTS
Weight per 100—250 lbs.
20 . . . 30c ea. 100 . . . \$27.50
500 . . . \$125 1000 . . . \$225
*Special for extra-heavy
trees and large shrubs.

Size Pan Top 8½ ins.
Bottom 7½ ins.
High 11 ins.
PAN
Weight per 100
Regular 30 lbs., Heavy 70
Regular Weight Price
100 . . . \$5.00 1000 . . . \$47.50
Heavy Weight Price
100 . . . \$6.25 1000 . . . \$60.00

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E. C. Geiger, North Wales, Pa.
Verscharen's Garden Centers, Rt. 51, Brentwood, Pittsburgh, Pa.
Rt. 88, S. Park, Pittsburgh, Pa.

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New Jersey Farm Supply, 449 Market St., East Paterson, N. J.
Somerset Rose Nursery, Inc., New Brunswick, N. J.

MICHIGAN

Michigan Bulb Co., 845 Ottawa, N.W., Grand Rapids, Mich.
Growers Exchange, Inc., P. O. Box 397, Farmington, Mich.
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CANADA

The Sheridan Nurseries, Ltd., Sheridan, Ontario, Canada.

500 of a size takes 1000 rate in sizes 0-1½-1-2-3-Pan.
Regular-weight pots packed 160 and 200 per carton
in sizes 1-2-3-Pan. Size 0, 250 only. Size 0½, 200
only. Heavy pots are packed 250 per carton in
size 0; 100 per carton in sizes 0½ and 1; 50 per carton
in sizes 2, 3, Pan and 4, and 20 per carton in size 5.
NO BROKEN CARTONS.

SEND \$1.00

FOR COMPLETE SET OF 14 SAMPLES.

THE MENNE-POT, INC.

NORTH TONAWANDA, N. Y.

Phone LUDlow 4444

Prices Vary Slightly in Areas Serviced by Distributors
DISTRIBUTORSHIPS OPEN IN SOUTHERN STATES

ported Frank P. McWhorter, of the Oregon agricultural experiment station, Corvallis, in the Plant Disease Reporter for October 15, 1956.

Tulip Test Used

Beginning in 1955, the virus complex responsible for the mottling of the foliage of the Havemeyer hybrid was analyzed by inoculations to Clara Butt tulips. The inoculations were made to determine whether the hybrid was infected with the henryi virus or the more usual mottle viruses widely distributed among lily species. Nine tulips were inoculated May 25, 1955, at a time when the foliage of the tulips was too mature for most effective transfer. The transfer noted, however, during April, 1956, was 4/9, a high incidence for late season inoculations. Three of the four infected tulips bore whitened flowers and strongly striped leaves; one had a dark red flower and normal leaves. This proves that the L. T. A. Havemeyer hybrid is susceptible to and is carrying the

lily color-removing virus and the lily color-adding virus instead of the virus characteristic of L. henryi.

Since this isolated Havemeyer planting dates back to an early purchase, it is probable that all bulbs of these lilies contain this mottle virus complex, which makes them undesirable for planting near trumpet lilies that can be injured by these viruses. The hybrids, however, grow with amazing vigor in spite of this virus infection and are, therefore, suitable for planting alone or in locations where susceptible lilies or tulips would not be exposed, or in locations where only lilies that "can live with virus" are grown.

FEE FOR FREE

A promotion that can be copied wherever a nurseryman is in the vicinity of a toll bridge or toll highway is that in use by the Palmer Nurseries, Osprey, Fla.

Since the Palmer nursery is so located that newspaper advertising is

taken in papers 50 miles away and because the firm seeks to reach customers who must pay a bridge toll of \$1.75 in either direction, the nursery offers to refund the toll—coming and going—to patrons who make the trip and spend \$25 at the nursery, which makes a habit of staying open Sundays for their accommodation.

H. J. M.

BOY SCOUTS BOOST ROSE

Fifty-four Boy Scouts and three adult leaders from Tyler, Tex., part of a group of 360 from region 9, rose district, B. S. A., wore special neckerchiefs publicizing the rose industry to the Scouts' recent national jamboree at Valley Forge, Pa. The neckerchiefs, which bore the legend, "Yellow Rose of Texas," and displayed a rose centered in the Texas star, were donated by the Arp Nursery Co., Tyler. Sam Kidd, son of Clark Kidd, of the Tyler nursery, was among the Scouts attending the jamboree.



CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary
304 MITAU BUILDING SACRAMENTO 14, CALIF.

LOS ANGELES CHAPTER

A regular meeting of the Los Angeles chapter, California Association of Nurserymen, was held Wednesday, July 24, at Monrovia Nursery, Azusa.

Members and guests—115 in all—enjoyed the social hour before dinner, swimming, a tour of the nursery's beautiful grounds and offices and a delicious ham dinner prepared by Frank Lyons, Covina. The evening was balmy, and eating outdoors under the large oak trees was most pleasant. Dinner music was provided by Tony Gonzales at the organ. Mr. Gonzales also provided recorded music for dancing after the business meeting.

President Charles Crum introduced the C. A. N. president, Dave Cunningham, who extended an invitation for everyone to attend the state convention at Santa Barbara in September. He stated that some issues vital to everyone in the industry will be presented for discussion. Mr. Cunningham also stressed that reservations at the Miramar hotel are limited, and anyone wishing to stay there should send reservations in immediately.

Vice-president Norman Springer announced that the next meeting would be held at Eaton's restaurant, Arcadia, August 28, when elections were scheduled, along with a general discussion of the items of business on the convention agenda. Mr. Springer asked that a vote of thanks be given the host of the evening, Monrovia Nursery, represented by Al Spann, Walter Lee, Robert Sackett, Gene King and Richard Browell.

The report of the nominating committee was read, with the following being nominated: President, Norman Springer; vice-president, Harold Botts; secretary, Otto Martens; treasurer, Robert Bartholomew, and directors, Earl Campbell, Bart Gormley, Ed Lowell, Richard Meadows, Herbert Swim, Wilbur Korsmeier, Frank Ishida, Al Spann and Neil Campbell.

The following were then nominated from the floor: President, Harold Botts, Wilbur Korsmeier and Ernie Bordier; vice-president, Jim Perry, and director, Chuck Vogels.

Harold J. Botts, Sec'y.

PENINSULA CHAPTER

The summer picnic meeting of the Peninsula chapter, California Association of Nurserymen, was held August 7 at Adobe Creek Lodge, Los Altos. Over 100 persons, including nurserymen, their wives, guests and children, enjoyed sports and swimming during the afternoon and barbecued chicken and steaks in the evening.

Feature event of the picnic was the annual ball game between the garden suppliers and the nurserymen. Manager Lou Schenone, Pacific Nurseries, Colma, guided his team of nurserymen to a 10 to 6 victory over the suppliers, led by Jack Dele-

MORE CUSTOMERS... 

MORE PROFITS... 

MORE REPEAT ORDERS... 

with

Steele's® 

MASTODON® PANSIES

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hanty, Bandini Distributors, San Jose. Jack and his teammates showed they were good sports by supplying bottled refreshments during the game as well as cocktails before dinner.

Ray Lyon, Hearst Advertising Service, San Francisco, was the star player for the suppliers. He hit two home runs, but, unfortunately, none of his teammates happened to be on base either time. Ray was robbed of a third homer when Armando Gaytan, Schmidt Nursery, Palo Alto, climbed on top of a parked car to make the out with a 1-handed catch.

At a brief meeting during the picnic, the directors accepted the application for membership of Skyline Nurseries, Los Altos, and heard the report of the nominating committee from William E. Schmidt. The proposed slate includes Charles Burr, California Garden Supply Co., Palo Alto, president; Walter Prehn, Floral Arts Nursery, San Francisco, vice-president; Roy Dunton, C. M. Volkman & Co., San Francisco, sec-

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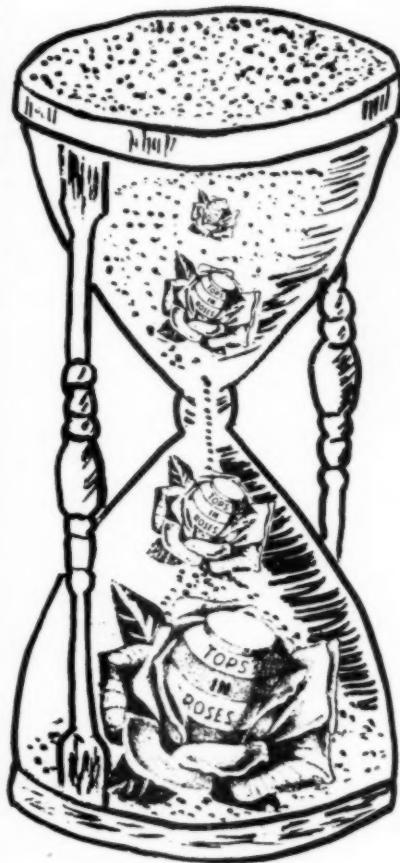
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retary, and Ruth Kirby, Reuhl-Wheeler Nursery, San Jose, treasurer. New directors include Kenneth Hartman, Leonard Coates Nurseries, Inc., San Jose; Ralph Davy, Flower Garden, Palo Alto, and George Haight, Western Nurseries, Inc., San Jose. The election will take place at the September meeting.

C. J. B.

SAN MATEO FIESTA

[Continued from page 12]

came from it were plantings of ferns, redwoods, conifers, cedars and other tall-growing trees. The stream widened to a small pool, on which floated a mass of tuberous-rooted begonia flowers. Surrounding the pool were masses of red ginger, anthuriums,

birds-of-paradise and tuberous-rooted begonias. There were also some African violets, coleuses, petunias and marigolds. The design earned for the exhibitor one of the sweepstakes prizes.

Lyal Niklas, Hayward florist and nurseryman, had a display somewhat similar to the East Bay exhibit. A high waterfall emptied into a kidney-shaped pool. Along the falls were tree ferns, brake and other High Sierra vegetation, while at the base were peperomias and phalaenopsis, vanda and cattleya orchids in redwood shavings.

The Nix Nursery, Castro Valley, presented a tastefully arranged display of plants in a long corridor, which was covered with a split bamboo roof, through which the display

was lighted. The posts supporting the roof were covered with ivies. On shelves in the back of the exhibit were masses of fuchsias, more of which appeared, well-labeled, in the foreground. Other plants in the exhibit included the attractive small shrub, Maxwell heather; potted chrysanthemum plants; petunias, and other annuals.

Sunken Garden

The display of Peters & Wilson, Millbrae, achieved an impression of depth and space in a long, narrow area in a corner of the outdoor exhibit grounds. The foreground was a sunken recreational area, with garden furniture and a barbecue grill. Leading to this sunken area was a pathway bordered with flowering

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petunias and low-growing evergreens. Beyond was a long row of flowering plants beside a narrow walk, and in the background, were tall, graceful willows, aspens and similar trees.

Nobue Kawabata showed a Japanese garden, in which most of the trees were dwarfed. The plantings consisted of Japanese maples, low-growing cedars, citrus and evergreens, set off by a running stream and Japanese statuary and decorations. For color, potted chrysanthemums and ophiopogon were used.

Juniors' Exhibits

There was an effort made this year to interest the younger set through the establishment of a junior gardeners' classification. The juniors had small areas in which to work, but their displays gave evidence of care in planning, in selection of plant material and in construction.

The flower displays this year were fewer than usual, but the high quality of the flowers and designs showed the results of the many programs of adult education offered during recent years at high schools and junior colleges of the area.

Trade exhibitors, who were making sales from their displays, reported that sales were good and that people were more quality-conscious than they had been in past years and seemed better educated in plants and plant accessories.

W. B. B.

OREGON NOTES

The program for the summer convention of the Oregon Association of Nurserymen at Gearhart was recently completed and announced by General Chairman Joe Klupenger, Klupenger Nursery, Portland. It is printed in full in the coming events section of this issue.

Back from three weeks in Utah are Mr. and Mrs. W. P. "Pete" Nuffer and family, Mountain View Nursery, Gresham, and Portland Wholesale Nursery, Portland.

According to Mrs. Eunice Brandt, floral superintendent, Oregon state fair, a large number of nurserymen are cooperating to make the 1957 garden show at the fair the finest to date. Fair dates are September 1 to 8.

Joe Klupenger and Bob Snodgrass, Esch Nursery, Portland, journeyed to Gearhart, Ore., August 8 to make final preparations for the O. A. N. convention. There they met the association's president, Paul Van Allen, Portland Wholesale Nursery, who has been vacationing in the area.

Pest Control in The Northwest

By K.G. Swenson

Investigations during the past three years at the Oregon agricultural experiment station, Corvallis, have resulted in the development of control measures for several insects destructive to nursery and ornamental plants. These insects include two webworms attacking conifers, tent caterpillars, holly bud moth and cottony camellia scale.

Juniper Webworm

The juniper webworm (*Dichomeris marginella*) was first recorded in Oregon six years ago. It is becoming increasingly common as a pest in Oregon nursery and ornamental plantings. The webworms are active and feeding by early March. Malathion applied at this time gave a high degree of control in spite of relatively low temperatures and considerable protection to the larvae from the webbed needles. The rate of application was four pounds of 25 per cent wettable powder to 100 gallons of water. DDT has been recommended for control of this insect in the east. A miticide must be included with DDT sprays on conifers to prevent the mite damage which may follow the use of DDT. In this regard, malathion has an advantage over DDT for juniper webworm control since it also has considerable miticidal properties. Residual action does not appear to be important for spring control of juniper webworm with malathion. One and one-fourth inches of rain occurred in the two days following the application of malathion in plots where better than 99 per cent control was obtained.

Silver-Spotted Halisidota

The name "silver-spotted halisidota" refers to the adult stage of the moth, *Halisidota argentata*. The name is of little use to the practical grower since it provides no information either on host plants infested by the larvae or the type of injury. This insect has no other consistently used common name, however, even though it is a common pest in the Pacific northwest. The caterpillars feed on true fir, pine, spruce, arborvitae and, especially, Douglas fir. Conspicuous webbing accompanies the feeding of these caterpillars as they grow larger. Malathion applied in early April at the rate of six pounds of 25 per cent wettable



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powder to 100 gallons of water eliminated infestations. Malathion wettable powder applied at twice this rate to pyramidal arborvitae did not injure the foliage or affect development of subsequent new growth. The amount of malathion could probably be reduced from six to four pounds without loss of effectiveness.

Tent Caterpillars

Two tent caterpillars are common in the Pacific northwest. These are the forest tent caterpillar (*Malacosoma disstria*) and the western tent caterpillar (*M. pluvialis*). In addition to wild native plants, a number of nursery and ornamental plants are attacked by these tent caterpillars. Control is readily obtained with malathion applied at the rate of four pounds of 25 per cent wettable powder to 100 gallons of water.

Holly Bud Moth

The holly bud moth (*Rhopobota naevana ilicifoliana*) is a serious pest of holly in the Pacific northwest. It is now present in almost all of the holly-growing areas in that region. Injury results from the feeding and webbing of the larvae in the new growth in the spring. Infestations can be extremely heavy and, if not controlled, may considerably retard the growth of young trees. Efficient control can be obtained by the application of a spray when the new leaves are about one-fourth to one-half inch long. Insecticides effective for holly bud moth are malathion and diazinon at the rate of four pounds of 25 per cent wettable powder to 100 gallons of water, parathion at one pound of 25 per cent wettable powder to 100 gallons of water and methoxychlor at three pounds of 50 per cent wettable powder to 100 gallons of water. DDT has not given consistently good control of the holly bud moth. A spreader-sticker should be used in sprays applied to holly.

Cottony Camellia Scale

The principal insect pests of camellia in the Pacific northwest are root weevils, soft brown scale and the cottony camellia scale (*Pulvinaria floccifera*). This last-named scale also occasionally becomes severe enough on holly to require control. The cottony camellia scale can be distinguished from other scales on camellias by the elongated white egg masses which are found on the underside of the leaves. These eggs hatch in late July or early August in western Oregon. Once the eggs have hatched, complete control is easily obtained by thorough spraying with malathion or diazinon at the rate of six pounds of 25 per cent wettable

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Note: If only a small amount of spray is needed, the required quantity of insecticide can be determined by using the following formula: One tablespoon wettable powder to one gallon of water is about the same as one pound of wettable powder to 100 gallons.

AUTOMATIC MISTING

At the experiment station of Oregon State College, Corvallis, mist propagation has been used for about two years with good results on various crops. The staff uses Monarch No. H261 nozzles, staggered at 2-foot intervals (four feet apart on each line) on two lines of $\frac{3}{8}$ -inch copper tubing, which are suspended down each side of the propagating bench, six and one-half feet above the walks so that the drip does not fall on the propagating bed.

The nozzles are directed at a 45-degree angle downward toward the bench. Best quality and distribution of the mist, according to Dr. A. N. Roberts, of O. S. C., can be obtained with pressures of approximately 125 to 150 pounds.

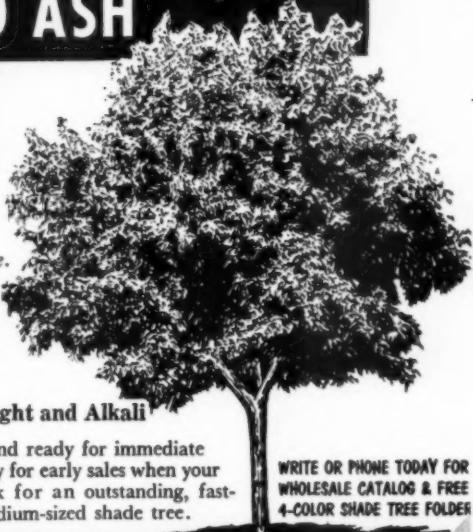
Important in the reliable operation of a misting setup is to have a well-built solenoid valve to control the flow of water to the nozzles. There workers have Johnson System automatic controls. The mist is controlled by the amount of time the solenoid valve is open. At O. S. C., a 5-minute percentage timer is used to control the amount of time the solenoid valve is open. A few seconds out of every five minutes is all that is required to keep the cuttings moist under average conditions in the greenhouse in summer. Since installation of the misting equipment, the department at O. S. C. has found it possible to root many species of soft-wood cuttings that are difficult to root otherwise, and it has been possible to root extra-large cuttings of azaleas, etc.

JOHN G. HARDING, Ironton, O., is growing evergreens for Christmas trees and ornamental use and plans expansion of ornamental stock plantings in the near future.

OTIS LUSBY recently sold the Snowy Range Flower Farm at Denver, Colo., and has moved to Longmont, Colo., where he has purchased property on which he is building a home and plans later to start a small nursery.

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WHERRY'S NURSERIES, St. Marys, W. Va.

WHERRY'S NURSERIES, St. Marys, W. Va.

CORNUS FLORIDA

Grown from our own seeds. Over 100,000.

10 to 12 ins. \$50.00 per 1000

12 to 18 ins. 75.00 per 1000

18 to 24 ins., select heavy. 100.00 per 1000

24 to 30 ins., select heavy. 150.00 per 1000

3 to 4 ft., B&B. 1.50 each

4 to 5 ft., B&B. 2.50 each

5 to 6 ft., B&B. 3.50 each

6 to 7 ft., B&B, heavy. 7.50 each

7 to 8 ft., B&B, heavy. 10.00 each

8 to 10 ft., B&B, heavy. 15.00 each

10 to 15 ft., B&B, heavy. \$20.00 to 25.00 each

BAIER LUSTGARTEN NURSERIES

Middle Island, L. I., N. Y.

EVERGREENS, Liners

EVERGREEN LINERS AND CUTTINGS

FIELD-GROWN TRANSPLANTS

POT-GROWN STOCK (FROM 2 1/2-IN. POTS)

Grown in open lath house or outside frames.

Arborvitae, Junipers, Taxus.

Boxwood, Viburnums, Euonymus.

HEAVY ROOTED CUTTINGS

From flats, growing outside in lath house.

Ready for delivery now.

These extra hardy, outside-grown cuttings

can be potted any time, spring, summer, fall.

Arborvitae, Junipers, Taxus.

Boxwood, Viburnums, Euonymus.

WRITE FOR PRICE LIST.

TERMS: Packing and boxing free. 3 per cent discount for cash with order.

Our stock guaranteed 100 per cent satisfaction.

250 plants of each variety at 1000 rate.

MIAMI NURSERY CO.

Phone 8815 Tipp City, O.

Evergreens, well rooted cuttings.

Woodward Arborvitae, \$10.00 per 100.

Junipers, Hetz, Nelson, Golden Pfitter;

Taxus, andersoni, cuspidata, hicksii, wardii.

\$12.00 per 100. Less 10 per cent at greenhouses. Also listing 3000 potted and banded 1 and 2-yr. liners. Ask for list.

Liebhardt Greenhouses, Norwalk, O.

ANDORRA JUNIPER LINERS

Per 1000

Field-grown, 8 to 12, T. \$17.00 \$165.00

We have only a few thousand to offer this fall.

WHERRY'S NURSERIES, St. Marys, W. Va.

EVERGREENS, B&B

TAXUS

Cuspidata, hicksii, intermedia.

All sizes from heavy liners to 18 to 24-in. finished specimen.

Pyramid—Globes

Woodward, 12 to 15 ins. \$1.75

15 to 18 ins. 2.00

Pyramid, 2 to 3 ft. 2.50

3 to 4 ft. 3.00

Siberian, 2 ft. 2.50

3 ft. 3.00

JAPANESE HOLLY

Rotundifolia

12 to 15 ins., 2-gal. can. \$1.75

12 to 15 ins., B&B. 1.75

15 to 18 ins., B&B. 2.50

Convexa

10 to 12 ins., B&B. \$1.75

12 to 15 ins., B&B. 2.00

EUONYMUS ALATUS COMPACTUS

(Compact Winged Burning Bush)

18 to 24 ins., B&B. \$1.50

2 to 3 ft., B&B. 2.50

3 to 4 ft., B&B. 3.00

DUGAN NURSERIES, INC.

Center St. Perry, O.

Just off Route US 20, east of Painesville.

WHITE SPRUCE TO B&B

Sheared yearly.

Finest conical, symmetrical specimens.

Beautiful 6-ft. northern-grown stock.

Dig them yourself.

FOREST VIEW EVERGREEN NURSERY

Germania, Pa.

FINISHED LANDSCAPE STOCK

Colorado and Black Hills Spruce, Mugho,

White and Red Pine, Green and Mountain

Ash, Cotoneasters.

PEQUOT NURSERIES, Brainerd, Minn.

SEPTEMBER 1, 1957

EVERGREENS, B&B

1900 Juniperus hetzi glauca, 18 to 24 ins.	\$2.50
600 Juniperus hetzi glauca, 2 to 2½ ft.	2.95
220 Juniperus hetzi glauca, 2½ to 3 ft.	3.50
All stock offered is first quality, properly sheared, to be securely B&B and is quoted F.O.B. our nurseries. We can arrange trucking if you wish. Phone 395.	

WHERRY'S NURSERIES, St. Marys, W. Va.

NORWAY SPRUCE

	Each
(No boxing)	1-10 10-100 100 up
15 to 18 ins.	\$1.65 \$1.40 \$1.25
18 to 24 ins.	2.25 2.00 1.75
2 to 2½ ft.	2.75 2.50 2.25
2½ to 3 ft.	3.50 3.00 2.75
3 to 4 ft.	3.75 3.50 3.00

Ask for complete wholesale price list.

WAYNESBORO NURSERIES

Waynesboro, Va.

FINISHED LANDSCAPE STOCK

Hemlocks, 18 ins. to 5 ft.
Black Hills Spruce, 18 ins. to 4 ft.
White Pine, 2 to 6 ft.
Balsam Fir, 3 to 5 ft.

Colorado Spruce and others.

Write for list.

Plan to visit us this summer.

SUNNYBROOK NURSERIES

R. D. 2 Callicoon, N. Y.

EVERGREENS, B&B

Pfitzer Juniper, 18 to 24 ins.	\$2.00
Pfitzer Juniper, 24 to 30 ins.	2.50
Hetz Juniper, 18 to 24 ins.	2.00
Pyramidal Arborvitae, 3 to 3½ ft.	1.50
Pyramidal Arborvitae, 3½ to 4 ft.	1.75
Globe Arborvitae, 15 to 18 ins.	1.75

KERN NURSERY

600 S. 25th St. New Castle, Ind.

Hemlocks in wholesale quantities. Sheared, heavy foliage, all specimen quality, 1½ to 4 ft. Mountain Laurel, nursery-grown; Blue Spruce (selected), up to 6 ft. Miscellaneous items of landscaping size.

Highland Gardens, R. 3, Franklin, Pa.
5 mi. north of Franklin, off route 417.

EVERGREENS, Miscellaneous

FALL 1957—SPRING 1958

2-YR. PLANT BAND LINERS, 2½-IN.

Per 25 Per 250

Taxus cuspidata, 8 to 10 ins. \$0.37 \$0.35

Taxus hicksii, 8 to 10 ins. .37 .35

Taxus capitata, 8 to 12 ins. .42 .35

Arbor., woodwardi, 6 to 8 ins. .32 .30

Sold in multiples of 25 per variety.

250 of any one variety or assorted varieties at 250 rate. Free boxing.

B&B FINISHED STOCK

Each

Taxus cuspidata (heavy), 15 to 18 ins. \$5.50

Taxus cuspidata (heavy), 18 to 24 ins. .625

Taxus densiformis, 12 to 15 ins. 4.50

Arbor., gr. nigra, 24 to 30 ins. 2.50

Arbor., gr. nigra, 30 to 36 ins. 3.00

Euonymus edulis, br., 3 to 4 ft. .90

B&B stock to pick up by truck.

DRAKE'S NURSERIES

G-4342 Branch Rd. Flint 6, Mich.

* BLACK PINE

1-yr. seedlings \$ 50.00 per 1000

3-yr. seedlings 100.00 per 1000

3-yr. transplants 250.00 per 1000

4-yr. transplants 500.00 per 1000

5-yr. transplants 1000.00 per 1000

3 ft. B&B \$ 5.00 each

4 ft. B&B .75.00 each

5 ft. B&B .10.00 each

We also have Scotch and Austrian Pine in larger sizes.

BAIER LUSTGARTEN NURSERIES

Middle Island, L. I. N. Y.

EVERGREENS

Block after block of Junipers, upright and spreading, 20 varieties; Arborvitae, Spruce and Pine. Broadleaf Evergreens in Euonymus, Japanese and American Holly, Juliania and Mentor Barberry. Lot of Redbud, Dogwood, shade trees and flowering shrubs.

We extend to you a special invitation to come and select your needs. Our prices will surprise you.

SAPP'S NURSERY

Box 128 Mt. Vernon, Ill.

Phone 985

Turn your Surplus Stock

into cash

with a Classified Ad in

the American Nurseryman.

GROUND COVERS

VINCA MINOR

(Periwinkle, hardy Myrtle)

15 to 25 canes, hand-tied clumps, extra nice, fresh handled, \$50.00 per 1000; over 5000, \$45.00 per 1000.

Hall's Honeysuckle (halliana). 3-yr.

branched, \$45.00 per 1000.

Pachysandras, 1 and 2-yr. rooted cuttings, \$55.00 per 1000.

Euonymus coloratus rooted cuttings, \$57.00 per 1000. Direct sun mist propagated.

H. C. WAUGH

Route 1 Gallipolis, O.

HARDY PLANTS

SEE THE FOLLOWING DISPLAY ADS
IN AUGUST 1 ISSUE

IRISES, page 52

germania

pumila

spuria

HEMEROCALLIS, page 42

JAPANESE IRISES, page 45

ORIENTAL POPPIES, page 49

TRITOMAS, page 50

KINGWOOD NURSERIES, MENTOR, O.

PERENNIALS Per 100

Funkia subcordata grandiflora \$35.00

Astilbe (Spiraea) Fanol 25.00

Heuchera Pluie de Feu 18.00

Dictamnus (Gas Plant), pink 25.00

Mixed Japanese Irises 10.00

Prices are net.

Cash, F.O.B. our nursery.

MERRILL'S NURSERY Palisades, O.

870 Madison Ave. Palisades, O.

America's best source

for Hardy Plants is

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

LIRIOPE (OPHIOPOGON)

The hardy Evergreen for walks and borders. Strong divisions, \$20.00 per 1000.

MOUNTVILLE NURSERIES, Mountville, Ga.

SELLERS BETTER PERENNIALS

SELLER NURSERIES CO., Holland, Mich.

Write for trade list.

SPECIALISTS IN HARDY PERENNIALS

Ask for wholesale offer.

PEARCE SEED CO., Moorestown, N. J.

HELLEBORUS

HELLEBORUS NIGER

(Christmas Rose)

3-yr. transplants, blooming size.
Suitable to put up for sales on roadside stands and garden centers.

\$50.00 per 100, \$450.00 per 1000.

C. HOOGENDOORN

Newport, R. I.

HOLLY

ILEX CRENATA

1600 super quality plants grown in good fertile soil, 3-ft. rows.

12 to 15 ins. B&B \$2.00

15 to 18 ins. B&B .25

18 to 24 ins. B&B .32

150 Ilex opaca Cardinal, 15 to 18 ins., B&B, \$2.00.

200 Ilex opaca, seedlings, XXX, 4-yr. gallons, \$1.00.

BROOKFIELD GARDENS

Delaware, N. J.

U. S. Rt. 46

ILEX OPACA

CUTTING WOOD.

20 named varieties. Very hardy.

Also male and female, unnamed.

WRITE FOR PRICES

and SHIPPING SCHEDULE.

HEMLOCK HOLLOW NURSERY

Box 111, R. D. 2 Wexford, Pa.

ILEX CORNUBA BURFORDI

Quality trees (B&B), delivered as far as New York or Cleveland in lots of 1000 at these low prices: 18 to 24 ins., \$2.50; 24 to 30 ins., \$3.00; 30 to 36 ins., \$3.75. With berries, 50% more. Also, ILEX CRENATA CONVEXA and ROTUNDIFOLIA (both heavy). SEE THEM YOURSELF. Will meet you at airport, Columbia, S. C. Phone 3429.

FRIERSON'S FLOWERS, Denmark, S. C.

EVERGREENS

12 to 15 ins., 6-in. containers; well branched and staked, \$2.00, in lots of 25 or more.

F.O.B. Eastystown, N. J.

HARBAUGH'S HOLLY FARM Medford P. O., Eastystown, N. J.

ENGLISH HOLLY

12 to 15 ins., 6-in. containers; well branched and staked, \$2.00, in lots of 25 or more.

F.O.B. Eastystown, N. J.

CEDARHURST NURSERIES, Inc., 3044 Pawtucket Ave., East Providence, R. I.

HONEYSUCKLES

HONEYSUCKLES

Lonicera japonica halliana, extra-heavy No. 1, 2 and 4-yr. 18 to 34-in. field plants, 3, 4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone: Or 2-4612.

ROBINSON NURSERY CO., Greenville, Ga.

HALL'S HONEYSUCKLES

Good plants, well packed, \$20.00 per 1000.

MOUNTVILLE NURSERIES, Mountville, Ga.

IRISES

TALL BEARDED IRISES

Black Magic, E. Roosevelt, Golden Spike, Lady Mohr, Snow Flurry, Wabash.

\$1.50 per 10, \$12.00 per 100.

Azure Queen, Dixie Belle, Minnie Colquitt, Grace Mohr, Great Lakes, New Shub, China Maid, Ola Kala, Spun Gold, Pagan Princess, Three Cheers, Arctic.

\$2.00 per 10, \$15.00 per 100.

Bryce Canyon, Casa Morena, Spindrift.

\$2.50 per 10, \$20.00 per 100.

5 at 10 rate; 25 at 100 rate. Send for LIST.

HURLEY NURSERY, PAINESVILLE, O.

IRIS GERMANICA (TALL BEARDED)

Golden Spike, California, Peach, War Eagle, Grand Canyon, Mountain Sky, Arctic, Venus of Milo.

\$2.00 per 10, \$15.00 per 100.

GILSON GARDENS, PERRY, O.

GERMAN IRISES

5 each, 20 varieties \$10.00.

Immediate shipment, express collect.

Cash, please. Wholesale list on request.

GARDEN SQUARE

415 N. 22nd St. Lewiston, Idaho

IVIES

BALTIC IVY

Hardiest Ivy. Fine for wall or ground cover. True stock. Well rooted plants. 8 to 12-in. vines.

Per 100 Per 1000

2-in. pots \$12.50 \$115.00

2½-in. pots, 1-yr. 20.00 190.00

STRATFORD GARDENS

Russell Breeze, Mtd. Rt. 9 Delaware, O.

BALTIC IVY

Rooted cuttings \$5.00 \$45.00

2½-in. pots, 1-yr. old. 15.00 135.00

GILSON GARDENS, PERRY, O.

ENGLISH IVY

Rooted cuttings 5.00 45.00

2½-in. pots 15.00 135.00

BAIER LUSTGARTEN NURSERIES

Middle Island, L. I., N. Y.

LAWN GRASS AND SEED

MEYER Z-52 ZOYSIA LAWN GRASS

In economical, easy-to-keep turf form.

Ideal for planting in new or old lawns.

Makes a beautiful, dense turf that chokes out weeds and crab grass, cuts lawn work by over one-half. Thousands of square yds. sold, at up to \$45.00 per sq. yd., to people who are tired of lawn work. Order direct or you sell cheaper on or underbid other dealers.

An sq. yd. equals about 400 2-in. round plugs, plants 300 to 400 sq. ft., only \$5.00 per sq. yd., plants 300 to 400 sq. ft., only \$5.00 per sq. yd.,

F.O.B. Auburn. With soil on roots Zoisya stays fresh indefinitely and can be sold like burlapped stock. We also have Matrella and Emerald. Posters and brochures FREE. Valuable 24x48-in. outdoor sign with \$50.00 order.

Write for complete information. Truckload lots delivered at attractive discounts.

BECK'S ZOYSIA CO.

61 N. College St. Auburn, 6, Ala.

PRODUCERS OF MEYER Z-52 ZOYSIA

Write for special dealers' prices.

MIAMI NURSERY CO.

Corner of State Rts. 26 and 71

Tipp City, O.

LINING-OUT STOCK

EVERGREENS

bare-root 10 to 10 ins. \$0.06

bare-root 1 to 10 ins. .06

Spreading Jap. Yew, 6 to 8-in. bands..20

Burk's Juniper (upright), 6 to 10 ins. .20

bare-root .14

Pfitzer Juniper, 6 to 8 ins., bare-root. .08

DECIDUOUS BARE-ROOT

Forsythia Lynwood Gold, 6 to 10 ins. .06

Forsythia Spring Glory, 6 to 10 ins. .04

BROADLEAVES

Euonymus coloratus, 8 to 10 ins. .03%

Euonymus patens, small or large- .04

leaved, 8 to 10 ins. .04

PERENNIALS

Teucrium chamaedrys .04

Less than 300 total order, add 2¢ more per plant.

McININCH GREENHOUSES

St. Joseph, Mo.

LINING-OUT STOCK

Berckmans' aurea nana Woodward Globe

Allium Stricta nana

Pfitzer Juniper Buxus japonica

Buxus harlandii 3 to 7 ins. \$8.00 per 100.

5 to 7 ins. \$12.00 per 100.

Ligustrum lucidum Gardenia fortunell

Gardenia radicans Ilex bullata

Ilex rotundifolia Ilex burfordii

6 to 8 ins. \$8.00 per 100.

8 to 10 ins. \$10.00 per 100.

We are booking orders now for immediate and later delivery.

Write for complete price list.

FLOWERWOOD NURSERY, INC.

P. O. Box 185 Cairo, Ga.

PEONIES

Strong 3 to 5-eye divisions from young plants. Delivering now. Packing free for cash with order, otherwise at cost. 5 of a variety at 10 rate; 25 of a variety at the 100 rate.

10	100
Baroness Schroeder, flesh-pink	\$3.50
Canari, sulphur-white	4.00
Duchesse de Nemours, ivory-wh.	4.00
Duchesse d'Orleans, soft pink	3.00
Duke of Wellington, pure white	3.50
Edulis Superba, deep pink	3.00
Felix Crousse, ruby-red	4.00
Festiva Maxima, white	5.00
Francois Ortegan, crimson	3.50
Lillian Wild, flesh to white	4.00
Marie Jacquin, semi-double white	5.00
Mary Brand, crimson	7.00
Mme. de Verneville, white	4.00
Modeste Guerin, deep carmine-pink	5.00
Mona Jules Elie, pink	4.00
Myrtle Gentry, beautiful light pink	6.00
Officinalis Rubra, early red	7.00
Ozark Beauty, late deep pink	4.00
Phippe Rivoire, very dark crimson	8.00
Queen Emma, heavy pink	4.00
Queen Victoria, white	3.50
Rose Bernhardt, light pink	4.00
Venus, hydrangea-pink	4.00
Mixed Peonies, grown mixed	2.50
Pink Peonies, not named	3.00
White Peonies, not named	3.00
Red Peonies, not named	3.00
JAPANESE PEONIES	10
Battle Flag, deep glowing red	\$4.00
Fifl Chief, red Anemone center	4.00
Goblin, bright red	4.00
Mikado, crimson-red	6.00
Neon, midseason, rose-pink	6.00
Nippon Warrior, bright red center, petaloids yellow	6.00
Prairie Afire, pink guards, red petaloids	6.00

PEONY LINERS

2 to 3-eye divisions, 25 per cent off the 3 to 5-eye price; 1 to 2-eye divisions, 50 per cent off the 3 to 5-eye price.

We grow many additional varieties of Peonies. Send us a list of your additional requirements for quotation. Iris and Day Lily list on request.

SARCOXIE NURSERIES PEONY FIELDS

Wild Bros. Nursery Co.

Phone 43

Sarcoxie, Mo.

PEONY SPECIAL

100 25 RED (unnamed), K. Rosefield type. \$20 \$6

PINK (unnamed), Felix Crousse type. 20 6

WHITE, Frances Willard. 30 9

3 to 5-eye divisions, from 3-yr. plants; can ship now. Sent express. Cash with order, packing free.

HANSON'S EVERGREEN NURSERIES

Box 582

Anoka, Minn.

PIERIS

Pieris japonica (Jap. Andromeda), strong rooted seedlings 1 to 2 ins., \$6.00 per 100, \$50.00 per 1000; 2-yr. transplants, 6 to 9 ins., \$40.00 per 100, \$350.00 per 1000.

Cedarhurst Nurseries, Inc., 3044 Pawtucket Ave., East Providence, R. I.

PIERIS JAPONICA (ANDROMEDA)

Per 100 Per 1000

1-yr. T. 2 to 3 ins. \$8.00 \$75.00

PLANE VIEW NURSERY

West Main Rd.

Newport, R. I.

POPPIES

Oriental Poppies, 1 or 2-yr., \$15.00 per 100.

Oriental, orange-scarlet; Barr's White-black spots; Crimson Pompon, double blood-red; Henri Cayeux Improved, rose shaded burgundy; Helen Elizabeth, pure pink without spots; Mrs. Perry, salmon-pink with black spots; Joyce (\$20.00 per 100), large cerise-rose, very choice; Salmon Glow, double salmon-orange; Watermelon, very unusual color. Send for perennial trade list.

Ridenour's Flower Farm, R. 1, Allen, Mich.

ORIENTAL POPPIES

Strong, true-to-name, field-grown roots. Write for America's most modern wholesale Oriental Poppy list or see partial list in August 1 issue.

FLOR-ACRES, BRIDGMAN, MICH.

PYRACANTHAS

PYRACANTHA LALANDI

6-in. cans, 18 ins.	\$1.00
9-in. pots, 2 to 3 ft.	\$2.00 to 3.00
5-gal. cans	5.00

BAIER LUSTGARTEN NURSERIES

Middle Island, L. I., N. Y.

RHODODENDRONS

RHODODENDRONS

HYBRID RHODODENDRONS

Landscape sizes.

Different colors.

PARMENTIER'S ROSES

Grady St. Bayport, L. I., N. Y.

Phone Bayport 8-0811

HYBRID RHODODENDRONS

Field-grown plants in open sun. Varieties, America, red; roseum elegans, rose-pink.

Each

15 to 18 ins., B&B.	\$ 5.00	10 rate 100 rate
18 to 24 ins., B&B.	7.00	6.50
2 to 2½ ft., B&B.	8.50	8.00
2½ to 3 ft., B&B.	11.00	...

SPRINGFIELD NURSERY

Established 1923

492 Mountain Ave. Springfield, N. J.

100,000 hybrid Rhododendrons. We grow 95 per cent red, 250 varieties, own roots; rooted cuttings from sand, \$65.00 per 100, \$55.00 per 1000.

1-yr. liners, heavy, B&B. No reroooting, to plant in open field; no shade, no protection, 6 to 12 ins., up to 12 branches; bed-run, red, white, \$275.00 per 100; pink, lavender, \$195.00 per 100.

Landscape size, send for price list. No shipping.

Kordus Nursery, Deer Park Ave., R. 4, Box 152, Huntington, N. Y.

150,000 hybrid Rhododendrons. We grow 95 per cent red, 250 varieties, own roots; rooted cuttings from sand, \$65.00 per 100, \$55.00 per 1000.

1-yr. liners, heavy, B&B. No reroooting, to plant in open field; no shade, no protection, 6 to 12 ins., up to 12 branches; bed-run, red, white, \$275.00 per 100; pink, lavender, \$195.00 per 100.

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Landscape size, send for price list. No shipping.

Kordus Nursery, Deer Park Ave., R. 4, Box 152, Huntington, N. Y.

150,000 hybrid Rhododendrons. We grow 95 per cent red, 250 varieties, own roots; rooted cuttings from sand, \$65.00 per 100, \$55.00 per 1000.

1-yr. liners, heavy, B&B. No reroooting, to plant in open field; no shade, no protection, 6 to 12 ins., up to 12 branches; bed-run, red, white, \$275.00 per 100; pink, lavender, \$195.00 per 100.

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SHRUBS and TREES—Continued

FALL DELIVERY ONLY		Each, 100 rate
50	Viburnum carlesii, 18 to 24 ins.	\$1.75
1000	Viburnum carlesii, 1-yr. old	.15
1000	Jap. Red Maple, fine strain	.15
100	Korean Barber, 2-yr.	.35
50	Ilex crenata, 18 ins.	3.00
100	Cladrastis tinctoria, 2 to 6 ft.	3.50
100	Cladrastis platycarpa, 2 to 3 ft.	2.50
20	Maackia amurensis, 3 to 4 ft.	3.00
10	White Dogwood, 6 to 7 ft. B&B.	5.00
10	White Dogwood, 5 to 6 ft. B&B.	4.50
50	Pieris floribunda, 18 to 24 ins.	2.50
10	White Norway Maple	7.00
100	Cedar of Lebanon, 7 to 8 ft.	7.00
25	Jap. Red Maple, 2-yr. grafts	3.00
25	Pink Dogwood, 4 to 5 ft.	2.50
25	Pink Dogwood, 4 to 5 ft.	2.50
10	Sugar and Norway Maples	7.00
10	10 to 12 ins.	7.00

BRIMFIELD GARDENS NURSERY
Brimfield Rd., Wethersfield, Conn.

HEAVY	
SPECIMEN LANDSCAPE MATERIAL	
500 Euonymus alatus, 4 to 7 ft.	
250 Azalea carlesii, 6 to 15 ft.	
250 Taxus caroliniana, 18 ins. to 4 ft.	
200 Malus evelyni, 5 to 8 ft.	
100 Chionanthus virginicus, 4 to 6 ft.	
250 Cornus florida and rubra, 3 to 7 ft.	
70 Taxus capitata, 5 to 10 ft.	
30 Taxus cuspidata, 6 to 10 ft.	

In our specialties, we have our usual fine line of native and hybrid Rhododendrons in quantity, variety and range of size. Also *Pieris floribunda*, *Kalmias*, native *Azaleas* and *Leucothoe catesbeiana*. We cordially invite inspection of our offerings.

LaBARS' RHODODENDRON NURSERY
Stroudsburg, Pa.
Phone 644

HEAVY AZALEA MOLLIS, ETC.	
500	Azalea mollis, 1 1/2 to 2, 2 to 2 1/2 ft.
150	Pink Dogwood, 6 to 7 ft., 4-yr.-old super specimens
400	Pink Dogwood, 5 to 6 ft., 4-yr.-old super specimens
400	Canadian Hemlock, 3 to 4 ft.
200	Canadian Hemlock, 2 to 3 ft.
175	Ilex rotundifolia, 2 1/2 x 2 1/2 ft. spread
100	Ilex microphylla, 2 to 2 1/2 ft.
50	Ilex convexa, 2 to 2 1/2 ft. spread
50	Magnolia Soulangeana, 4 to 5 ft.

If you want the **BEST**, the above stock will please. True to trailer loads. Prefer quantity orders. List wants for honest prices.

TARHEELIAN NURSERIES

Lenoir, N. C.

SHRUBS AND SPECIMENS

Each, 100	1000
Cotoneaster divaricata,	
18 to 24 ins.	\$0.75
Philadelphus virginiana, 2 to 3 ft.	.45 \$0.40
Philadelphus virginiana, 3 to 4 ft.	.60 .55
Weigela vanicelii, 2 to 3 ft.	.55 .50
Weigela rosea, 2 to 3 ft.	.45 .40

GERARD K. KLYN, INC., MENTOR, O.

Wholesale Rose Growers and Nurserymen.

NEW BURLAP

SUPPLIES AND SUNDRIES

BURLAP

In bolts of 100 to 125 yards.
HEAVYWEIGHT BURLAP
FOR PROTECTION

36 ins.	21 1/2 c per yd.
40 ins.	22 1/2 c per yd.
45 ins.	24 1/2 c per yd.
48 ins.	26 c per yd.
54 ins.	32 c per yd.
60 ins.	32 1/2 c per yd.
72 ins.	40 c per yd.

LIGHTWEIGHT 57-IN. BURLAP EROSION CLOTH for seeded lawns and slopes, 21 1/2 c per yard. All prices are net F.O.B. New York. Minimum order 1 bolt. Orders of 3 bolts or more freight prepaid.

LEWIS INTERNATIONAL CO.

666 Clinton Ave., Newark 8, N. J.

Sell Stock Quickly and Easily with American Nurseryman Classified Ads.

CANE STAKES

LIGHTNING SERVICE

ON

FRESHLY IMPORTED

JAPANESE BAMBOO CANE STAKES

from

NEW YORK, CHICAGO, PORTLAND, ORE.
Write for our competitive prices and generous quantity discounts.

McHUTCHISON & CO.

695 Grand Ave., Ridgefield, N. J.

2505 S. E. 11th Ave., Portland 2, Ore.

BAMBOO CANE STAKES

For greenhouse and nursery purposes.

All types and sizes.

Write for prices and quantity discounts.

ALEC HENDERSON, INC.

1305 W. Randolph St., Chicago 7, Ill.

NURSERY STOCK

4000 heavy caliperd. *Cornus florida rubra*, 4 to 5 ft. and 5 to 6 ft.

2000 *Ligustrum regelianum*, 2 to 5 ft. with equal or greater spread.250 *Castanea crenata*, 6 to 9 ft.

All the above items are fine specimen stock suitable for choice landscaping. Come and see them and many other varieties.

WILLIAM C. PRICE NURSERIES

Glencoe, Md.

18 miles north of Baltimore, 34 miles south of York, on York Road.

Phone Cockeysville 401 W.

FORSYTHIAS

Lynwood Gold and Spring Glory

Per 10 Per 100

18 to 24 ins. \$4.00 \$35.00

2 to 3 ft. 4.50 40.00

3 to 4 ft. 5.50 50.00

4 to 5 ft. 7.00 65.00

Ask for complete wholesale price list.

WAYNESBORO NURSERIES

Waynesboro, Va.

OVERSTOCKED

PFITZER'S JUNIPER, MUGHO PINE, MAHONIAS, PYRAMIDAL ARBORVITAE, CHINESE JUNIPER, VIBURNUMS, CARELLA, AND BURKWOOD; RED, BARBERRY, CREEPING JUNIPER, JAPANESE MAPLE.

BILLY WEST

Route 49 Brookville, O.

FORSYTHIA BEATRIS FARRAND

Strong plants out of 2 1/2-in. plastic pots, \$25.00 per 100, \$225.00 per 1000.

No additional charge for packing.

F.O.B. Chino, Calif.

Minimum order 100 plants.

DESCANSO DISTRIBUTORS, INC.

12492 Pipeline Chino, Calif.

EUONYMUS ALATUS

3 ft., strong, B&B or BR for fall 1957 delivery. Quotations on quantity desired.

L. P. BRICK NURSERIES, Painesville, O.

TAXUS

TAXUS CAPITATA

Strong 2-yr. seedlings, seeds sown lightly, plants grown with plenty of room in beds.

\$15.00 per 100, \$125.00 per 1000.

C. HOOGENDOORN NURSERIES

Turner Road Newport, R. I.

VIBURNUMS

VIBURNUM CARLESII

Per 100 Per 1000

2-yr. seedlings, 4 to 6 ins. \$15.00 \$125.00

2-yr. seedlings, 6 to 8 ins. 20.00 175.00

2-yr. seedlings, 8 to 12 ins. 30.00 250.00

C. HOOGENDOORN NURSERIES

Turner Road Newport, R. I.

NBS

NURSERY BAMBOO STAKES

These imported stakes are especially selected for nursery and florist use. All are bottom or butt cuts for minimum taper, cut closely to a joint to reduce splitting. These are the finest quality obtainable.

Per bale

4 ft., 1/2 to 1 1/2-in. dia., 500 per bale. \$22.50

5 ft., 1/2 to 1 1/2-in. dia., 250 per bale. 17.50

6 ft., 1/2 to 1 1/2-in. dia., 200 per bale. 17.50

7 ft., 1/2 to 1 1/2-in. dia., 150 per bale. 19.00

8 ft., 1/2 to 1 1/2-in. dia., 100 per bale. 16.00

Less these generous quantity discounts: 8 bales up, less 10 per cent; 10 bales up, less 15 per cent; 25 bales up, less 20 per cent.

Bale lots only.

F.O.B. Ridgefield. Immediate shipment.

Pencil thick bamboo stakes also available.

Write for prices.

McHUTCHISON & CO.

695 N. Grand Ave., Ridgefield, N. J.

BAMBOO STAKES, GREEN OR NATURAL

PENCIL THICKNESS TO 1-IN.

A. C. PATTERSON, CENTER TOWN, KY.

Turn your Surplus Stock

into cash

with a Classified Ad in

the American Nurseryman.

CHRISTMAS TREES

CHRISTMAS TREES.

Scotch Pine, 5 to 8 ft., select, pruned, plantation-grown trees from Western Michigan's Ottawa County. Will deliver in truck-trailer quantities within 400 mile radius.

Write or phone.

R. D. MILLER NURSERY

R. 4, Wood St., Lansing, Mich.

AMERICAN NURSERYMAN

VINCAS

HARDY MYRTLE (*Vinca minor*)
Medium liners, \$10.00 per 1000.

Large liners, 3 to 5 leads, \$35.00 per 1000.
BART'S NURSERY, FULLERTON, PA.

Hardy Myrtle (*Vinca minor*), \$5.00 per

100, \$45.00 per 1000. Cash.

Samuel L. Minder, 305 Euclid Ave., Lancaster, Pa.

Box 249 McMinnville, Tenn.

2 ACRES OF NURSERY STOCK

Various kinds of finished stock and liners. Buyer must dig and haul. Come and give me an offer.

CHANOSKI NURSERY

R. D. 1 Jeanette, Pa.

Phone: LAFAYETTE 3-4691.

Box 249 McMinnville, Tenn.

WANTED

WANTED

Taxus liners, 4, 5 and 6-yr.-old.

We are large buyers of all types of nursery stock. Send us your wholesale trade list.

HERMITAGE GARDENS

Canastota, N. Y.

WANTED

FOR DELIVERY

WEBSTER

514 Main St. New Rochelle, N. Y.

WANTED

FOR DELIVERY

Quantities of Magnolia grandiflora, 3 to 6 ft.

Red and White Pine, 4 to 8 ft.

Send quotations on 100 or more of above varieties to:

JOHN J. ALBRECHT

Landscape Contractor

508 Couch Ave. Kirkwood 22, Mo.

Wanted—Large quantities of Taxus wood for cuttings, to be shipped during the fall season. Make offer of varieties, quantities and best cash prices.

Verkade's Nurseries, Wayne, N. J.

Surplus Stock

can be easily and quickly turned into

Cash

by listing it in the

American Nurseryman Classified Ads

FLATS

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. Inside measure.

\$38.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pc. to bundle, 4 ft., \$3.50 per bdl.

50 pc. to bundle, 5 ft., \$4.50 per bdl.

50 pc. to bundle, 6 ft., \$5.50 per bdl.

Ship same day. Cash with order, please.

YOHO & HOOKER, YOUNGSTOWN 2, O.

SEPTEMBER 1, 1957

MINNESOTA WHITE CEDAR FLATS		
Wt.	Per 100	Per 1000
Order by No.		
No. 1. 14x20x2 1/2	320	\$27.00
No. 2. 14x20x3 1/2	400	31.50
No. 3. 12x16x2 1/2	260	20.75
No. 4. 12x16x3 1/2	275	24.50
No. 5. 14x16x2 1/2	275	23.25
No. 6. 14x16x3 1/2	290	27.50
No. 7. 15x22 1/2 x 2 1/2	380	30.75
No. 8. 15x22 1/2 x 3 1/2	425	35.50
No. 9. 11 1/2 x 22 1/2 x 2 1/2	320	25.00
No. 10. 11 1/2 x 22 1/2 x 3 1/2	400	29.00
No. 11. 14x16x5	450	32.75
No. 12. 16x16x5	160	16.75
No. 13. 6x16x5	215	19.00
Plant boxes, 5x8 1/2 x 2 1/2	45	5.50

All other prices quoted on request.
5 per cent discount on order of 1000 or more.

The above measurements are inside. Bottoms and sides of cedar flats are 3/16-in. thick; ends are 1/4-in. Plant boxes are thinner.

All material surfaced on one side.

Your name and address printed up to 3 lines in black ink, on one or both end pieces at the following rates: Set-up charge, \$1.00, plus 3¢ per piece for the first 1000 ends, 1/2¢ per end thereafter. Shipped knocked-down in units of 25.

All shipments by truck unless otherwise ordered. F.O.B. Cook, Minn. Attach check. H. C. HILL & SONS, COOK, MINN.

FLOCKING SUPPLIES

FLOC-FLO

Supplies, equipment
and free "How to Do It."

FLOC-FLO ENGINEERING DESIGN
5802 Olson Highway Minneapolis, Minn.

HOTBED SASH

SISALGLAZE SASH

Get all the information before you buy your sash. Also information on Sisalglaze greenhouses.

ROUGH BROS.
4227 Spring Grove Ave. Cincinnati 23, O.

LABELS

DAHLIA OR TREE LABELS

Priced per carton

Plain Painted

3 1/4 x 5 1/2 ins., notched, not wired \$3.00 \$3.60

3 1/2 x 5 1/2 ins., wired (copper) 3.95 4.90

POT LABELS

4 1/2 x 5 1/2 ins. (cartons 1000 each) 2.95 4.60

5 1/2 x 5 1/2 ins. (cartons 1000 each) 4.30 5.10

6 1/2 x 5 1/2 ins. (cartons 1000 each) 4.70 5.80

Priced per carton

Plain Painted

8 1/2 x 5 1/2 ins. (cartons 500 each) \$3.60 \$4.30

10 1/2 x 5 1/2 ins. (cartons 500 each) 4.20 5.10

GARDEN STAKES

8 1/2 x 5 1/2 ins. (cartons 250 each) 3.00 3.60

10 1/2 x 5 1/2 ins. (cartons 250 each) 3.30 3.90

12 1/2 x 5 1/2 ins. (cartons 100 each) 2.00 2.40

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

Catalog on request.

"We ship same day."

TOHO & HOOKER, YOUNGSTOWN 2, O.

PINE POT LABELS

Per 1000

Plain Painted

4 1/2 x 5 1/2 ins. (1000 per carton) \$2.75 \$3.35

5 1/2 x 5 1/2 ins. (1000 per carton) 3.00 3.55

6 1/2 x 5 1/2 ins. (1000 per carton) 3.25 4.00

8 1/2 x 5 1/2 ins. (500 per carton) 4.90 6.10

10 1/2 x 5 1/2 ins. (500 per carton) 5.90 7.25

12 1/2 x 5 1/2 ins. (500 per carton) 6.90 8.50

TREE LABELS

Priced per carton

8 1/2 x 5 1/2 ins. (250 per carton) \$1.75 \$2.50

10 1/2 x 5 1/2 ins. (250 per carton) 2.00 2.75

12 1/2 x 5 1/2 ins. (100 per carton) .90 1.50

We will cut to your specifications.

GARDEN STAKES

Priced per carton

8 1/2 x 5 1/2 ins. (250 per carton) .75 1.25

10 1/2 x 5 1/2 ins. (250 per carton) 1.00 1.50

12 1/2 x 5 1/2 ins. (100 per carton) .90 1.50

LIVE, INC.

Boise, Idaho

ORCHID SUPPLIES

ORCHID SUPPLIES

FIR BARK, hobby bag, 65¢; prof. bag, \$1.85; 2-cu.-ft. bag, \$3.75.

Detex qt. \$3.50; gal. 11.00

Gavlova 1 lb. 1.25; 5 lbs. 5.00

Fish Meal 1 lb. .60; 10 lbs. 5.00

Anti-Damp qt. 3.00; gal. 9.75

Urea Crystals 5 lbs. 1.60; 25 lbs. 7.45

Dolomite Lime 25 lbs. 4.50; 50 lbs. 7.50

Hoof and Horn Meal 25 lbs. 4.50; 100 lbs. 14.50

Ammonium Nitrate 25 lbs. 2.75; 100 lbs. 8.75

3-1-2 Fertilizer 1 lb. 1.00; 25 lbs. 15.00

Atlas Fish Emulsion qt. 1.90; gal. 6.25

Stake Holders for potting in Fir bark, 6. 1.00; 72. 10.85

Hydromix Units for spraying and foliage feeding 3.95

Priced F.O.B. subject to change without notice.

WRIGHTWOOD FLORAL CO., INC.

1420 Wrightwood Ave. Houston 9, Tex.

PLASTIC FILM

POLYETHYLENE FILM

2 mil. in 200 ft. rolls, 36 ins. wide, \$6.48; 54 ins. wide, \$9.55; 108 ins. wide, \$18.85; 4 mil. in 100 ft. rolls, 36 ins. wide, \$6.87; 54 ins. wide, \$9.91; 126 ins. wide, \$22.05; 5 rolls, less 10 per cent; 10 rolls, less 20 per cent. Also wider widths available.

We pay freight if check is with order.

ROUGH BROS.

4229 Spring Grove Ave. Cincinnati 23, O.

POLYETHYLENE FILM

Wt. Width Roll length Price
4 mil. 48 ins. 100 (transparent) \$7.25
2 mil. 50 ins. 200 (transparent) 7.55
1.5 mil. 38 ins. 500 (black for mulching) 10.31

Width available up to 20 ft. Write for our low prices on quantity orders.

POLY-LO CO.

Box 5111 Winston-Salem, N. C.

REED MATS

REED MATS

Size 6 x 6 ft., for frames, hotbeds and greenhouses. Price \$2.15 each, F.O.B. any major port on Eastern seaboard.

Quantity 2 6 10 24 50 100

Per mat \$3.35 \$3.20 \$3.00 \$2.75 \$2.50 \$2.35

AMERICAN-DUTCH TRADING CORP.

47 Codding St. Providence, R. I.

Phone Union 1-7963

SPHAGNUM MOSS

Fresh, clean sphagnum moss, large, burlap bales, \$1.25 each. Write for our low prices on wire-bound bales in truckloads or carlots. Pure Sphagnum Moss Co., City Point, Wis.

No. 1 Sphagnum moss of standard size and weight. Long fibered, clean and firmly packed, \$1.20 per burlap bale. Price us on wire bales. Joseph Jamros, City Point, Wis.

Long-fibered sphagnum moss, also ground moss. Price us on truckloads delivered. Warrens Moss Co., Warrens, Wis.

Sphagnum moss, write for prices on burlap, wire or machine pressed bales. Thomas Reshel, Pittsville, Wis.

STAKES

CYPRESS PLANT STAKES

50 pieces to bundle.

1x1-in.-3 ft., pointed \$3.00 per bundle

1x1-in.-4 ft., pointed 3.50 per bundle

1x1-in.-5 ft., pointed 4.50 per bundle

1x1-in.-6 ft., pointed 5.50 per bundle

1x1-in.-7 ft., pointed 7.00 per bundle

These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

WE SHIP SAME DAY!

YOHO & HOOKER

Youngstown, O.

STAKES, GALVANIZED HARD STEEL

GALVANIZED tree guy WIRE, HOSE for guy wire PADDING.

Prices and sample sent on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.

TRADE BOOKS

TAYLOR'S ENCYCLOPEDIA OF GARDENING

by Norman Taylor, \$5.95.

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by Alfred Rehder, \$12.50.

GREENHOUSE HEATING AND CONSTRUCTION

by H. E. Gray, \$1.50.

THE FRIENDLY EVERGREENS

by L. L. Kumlien, \$10.00.

PRONOUNCING DICTIONARY OF PLANT NAMES

25c.

These books may be obtained, postpaid, at the publishers' prices indicated, from

AMERICAN NURSERYMAN

343 South Dearborn Chicago 4, Ill.

WEEDER GEESE

WEEDER GEESE

Several hundred full-grown White Chinese weeder geese. The best weeder geese available. Ready now.

FORREST KEELING NURSERY

Elsberry, Mo.

WOOD PRESERVATIVES

WOOD PRESERVATIVE

Treat your flats with END-O-ROT, the proved non-toxic wood preservative, \$2.50 per gal. Freight prepaid on 30 and 55-gal. drums.

NEW YORKER BAG & BURLAP CO.

651 Marshall St. Elizabeth, N. J.

Phone Elizabeth 4-3115

ALL-AMERICA CAMELLIA

Buddha, the recently announced winner of the All-America Camellia Selections top honor for 1958, is said to be a cross between *Camellia reticulata* and the species, *C. Pittardii*, and was originated in China. Unlike blooms of *C. japonica* varieties, flowers of Buddha undergo transformations in form from first opening until maturity. Each petal of the large blooms of phlox-pink color, with contrasting veins of Tyrian rose, gradually increases in size and becomes more arched inward as the blooms develop. At maturity, the flowers average from four and three-quarters to six and one-half inches in diameter and from two and one-half inches to three inches in depth. Buddha blooms freely during February and March. The flowers possess remarkable substance and satiny texture and are said to be long-lasting and excellent for floral arrangements.

Under favorable conditions, the strong, upright plant will develop into a small tree and should be given adequate space, though it may be restricted by judicious pruning. The best growing conditions provide partial shade in a location that will permit freedom of growth, but specimen blooms also are obtained from plants grown under glass. Buddha may be expected to perform well anywhere that *C. reticulata* can be grown successfully, it is said. It thrives outdoors in all frost-free sections of the United States, but should be given at least partial protection in other areas. The variety will be offered to the public through various nurseries.

MAIL-ORDER MEETING

[Continued from page 8]

read, "In the sale, offering for sale or distribution of an industry product, it is an unfair trade practice for any industry member to use a new name for a product, which product has previously acquired a generally recognized and well-established common name, unless such new name is immediately accompanied by the generally recognized and well-established common name, in plainly legible type (instead of in type of equal size), either alone or in conjunction with the correct botanical name, where the use of such new name has the capacity and tendency or effect of deceiving purchasers or prospective purchasers as to the true identity of such product." It was pointed out that the board of governors of the A. A. N. would have to approve the change made by the N. M. O. N. A. before a petition

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.50 per inch, each insertion. Liners: 40¢ line; minimum order \$4.00.

HELP WANTED NURSERYMEN

One of the largest nurseries in southern California offers profitable, permanent positions to nurserymen with ambition. Security, pleasant working conditions and an unlimited future for the right men. Many extra benefits. All replies will be kept strictly confidential.

MONROVIA NURSERY CO.
P. O. Box Q Azusa, Calif.

HELP WANTED

Well-known eastern Pennsylvania nursery, established 1893, offers steady employment and a good salary and future to a capable production manager with opportunity to succeed the originator who started operating with one man and wants to retire after 64 years in the business. 50 acres in ornamental material. Excellent reputation for quality nursery stock, specializing in landscaping and garden store sales.

Write, giving references, age and qualifications for the position; enclose picture if available. Your reply will be held strictly confidential.

B. F. BARK & SON NURSERY
1725 Marietta Ave. Lancaster, Pa.

HELP WANTED LANDSCAPE SALESMAN

We need a man qualified in design, drawing, plants, etc., to call on our customers. Salary until established, then commision.

We are located in Kentucky, have a good sales area, 400 acres of nursery stock, and have been in business over 100 years. If interested write, giving your past experiences and references of former employer.

Reply to Box 400, care of American Nurseryman.

HELP WANTED

Gardener, married, for private estate in the Pittsburgh area. Apartment for two, licensed to drive, take care of small greenhouse, raising annuals, etc., for own use. Must have some knowledge of the care and maintenance of lawns, evergreens and shrub plantings. Salary \$300.00 per month. Please give employment record for the last ten years. Write Box 410, care of the American Nurseryman.

HELP WANTED

ARBORIST
Male, white, age 25 to 50. College graduate in agriculture, horticulture or forestry, plus five years' experience or any equivalency. Salary range \$4,992 to \$5,980 annually. Apply Personnel Dept., Room 314, City Hall, Richmond, Va.

HELP WANTED NURSERYMEN

One of the largest nurseries in southern California offers profitable, permanent positions to nurserymen with ambition. Security, pleasant working conditions and an unlimited future for the right men. Many extra benefits. All replies will be kept strictly confidential.

MONROVIA NURSERY CO.
P. O. Box Q Azusa, Calif.

FOR SALE

Leading wholesale nursery in Connecticut. An old, established and highly regarded firm, with reputation for producing well-grown, high-quality stock. The stock is mostly Taxus in good variety and in saleable sizes. There is also a fine variety of Azaleas, Magnolias, Daphne, Rhododendrons, Barberry and other evergreens and shrubs.

The property consists of 55 acres of fertile, tilled land, modern office and garage building, large warehouse with packing, storage and shipping facilities and 3 good-sized greenhouses for propagating and for growing on plant stock. All buildings are in first-class condition and in good operating order. Owner retiring. \$50,000 will handle; liberal terms. For further information, please write J. J. McDONALD, Broker, 27 School St., Boston 8, Mass. Phone: CApitol 7-8544.

FOR LEASE

Owner retiring January 1, 1958. Will lease to financially responsible person, a well-established and highly profitable cash-and-carry nursery and pottery business located in one of eastern Pennsylvania's most progressive and highly industrialized cities. For further details address Box 416, care of American Nurseryman.

HELP WANTED

An expanding wholesale and retail nursery in Connecticut needs an aggressive supervisor with sales experience. Also two foremen. Permanent positions, good salary, plus bonus and holiday payments. Write giving age, experience and all pertinent information in the first letter. All replies will be kept strictly confidential. Write Box 403, care of American Nurseryman.

HELP WANTED

Manager for established garden center in the east. Experience preferred. Attractive salary. Address replies to Box 419, care of American Nurseryman.

HELP WANTED

NURSERY FOREMAN
For northern Illinois nursery. Must know all phases of nursery operation, and handle digging and lining-out crews. Salary dependent upon experience. Address replies to Box 424, care of American Nurseryman.

HELP WANTED

Two experienced men in the landscape nursery field. Must have background in preparing estimates and selling to builders, architects, contractors and to larger individual homeowners. One of the oldest and finest firms in the Philadelphia area. Write to Box 402, care of American Nurseryman.

FOR SALE

Established wholesale greenhouse operation located in southwest, in heart of area serving direct more than 5,000,000 people. Ideal year-around growing conditions. Land, buildings, stock and equipment will inventory 50 per cent more than sale price. Permanent personnel. Low overhead. More than 30,000 square feet of greenhouse space, well stocked with growing plants and stock plants. Established customers. High profits. Good housing facilities. Can operate with absentee ownership. Excellent investment. Write to Box 408, care of American Nurseryman.

FOR SALE

8-acre nursery in Monroe, Mich., with splendid business reputation. Located in thriving area on well-traveled route. Includes 6-room home and office with attached garage and many inside improvements, 50x50-ft. Quonset storage building, 15x18-ft. building suitable for use as additional office or living quarters, trucks, tools, equipment, supplies, etc. Excellent well on the property. Asking \$55,000 cash. Address replies to Box 425, care of American Nurseryman.

FOR SALE

Well-known nursery in Pittsburgh, Pa., offered for sale due to death of owner. In operation for nearly 50 years. Excellent business. Valued at approximately \$125,000, which includes real estate worth \$85,000 available for immediate resale, inventory and equipment. Write or phone B. R. ROTHMAN, Executor, 210, Berger Bldg., Pittsburgh 19, Pa.

FOR SALE

Thriving small garden center and nursery. Ideal for couple. Main route in Michigan town of over 40,000 people. Very good buy. Write Box 418, care of American Nurseryman.

FOR SALE

York rake, 8-ft. model RE with caster wheels. Fits all standard 3-point hitches. Practically new. Lists for \$418. Offering at \$250 for quick sale.

PARK FOREST HARDWARE
35 Plaza Park Forest, Ill.
Phone: Pilgrim 8-4721

FOR SALE

350 cypress hothed sashes, double strength glazed. Sealed with Puttite. Good condition. \$3.50 each. Pick up at St. Elmo, Ill.

RICHARDSON BROTHERS
St. Elmo, Ill.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-9404
1080 Magnolia Ave. Elizabeth, N. J.

FOR SALE — Businesses may be offered for sale by use of a want ad liner such as this. Cost: 40¢ per line (minimum order \$4.00). Your ad will be seen by more than 95,000 American Nurseryman readers.

could be prepared and submitted to the FTC for the amendments. Public hearings, said Mr. Horton, will then be set up, possibly in Washington and Chicago.

Immediately after lunch, Charles B. Mills, O. M. Scott & Sons Co., Marysville, O., gave an address entitled "Promoting Your Business by Mail." He stated that anything can be promoted by mail. In order to do this it is necessary to put persuasive thoughts on paper. Many people using direct mail try to accomplish too much too fast, believes Mr. Mills. Points to be remembered in selling by mail are to have a good imagination, to avoid copying other people's sales messages and to develop the company's own personality. Mr. Mills said he believes the reason for failure in direct-mail writing is a lack of follow-up effort. He pointed out some statistics showing that follow-up letters or calls get the most orders.

Gibberellic Acid

Starting the afternoon session Monday, August 12, was Ralph Althaus, Merck, Sharp & Dohme, Rahway, N. J., whose topic was "How Gibrel Can Benefit Nurserymen." He stated that Gibrel, the company's formulation of gibberellic acid, has an excellent potential. Currently the firm is investing substantial funds for grant-in-aid projects at leading agricultural experiment stations from coast to coast. At present 30 grant-in-aid projects are under way. Over 1,000 samples of material have been supplied on request to scientists.

In general, said Mr. Althaus, and with many qualifications, it appears that Gibrel helps the plant compensate for adverse environmental conditions, to offset periods of dormancy and promote faster growth. Work with Gibrel on seeds of nursery plants is needed, he added, for seed emergence of some field and vegetable crops has been improved. Young seedlings have been made to grow faster and taller with Gibrel sprays, said Mr. Althaus. In general, he continued, species with a dwarfing growth habit or true dwarfs respond most strikingly to treatment. In addition, added Mr. Althaus, growth for making cuttings can be produced faster.

Gibrel has broken the dormancy of flower buds in the field, said Mr. Althaus. There are also indications that Gibrel will break the dormancy of woody shrubs, such as holly, and cause them to begin growth earlier in the spring. Terminal bud dormancy in Euonymus fortunei vegetus has been broken by Gibrel, and

PREMIER Sphagnum PEAT MOSS

PREMIER PROFIT LINE

Plastic packages

Plastic Bales—poly laminated inside and outside

✓ LOOKS better ✓ SELLS better

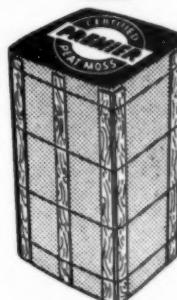
Nurserymen sell more Premier Peat Moss than any other brand because Premier gives both the user and the seller the **right deal—right from the start.**

Write us today and get full information on the

**RIGHT product . . . RIGHT packaging . . . with the RIGHT name
The RIGHT TIME is NOW!**

Premier's extensive resources in Canada and Europe are your assurance of a dependable supply of peat moss. You get the

RIGHT value . . . RIGHT service . . . at the RIGHT time!



Big value bales

Stock the Premier line now. All forecasts are that **you** will have a bigger and more profitable business in peat moss this fall and winter!

Sell SOIL X-PEDITER

The ready-to-use, free-flowing sphagnum peat in bags—5 sizes, 2½ to 100 lbs.—plastic protected.

Any combination can be shipped in one car.

Send for prices and details.

Premier Peat Moss Corp., 535 Fifth Ave., New York 17, N. Y.

WATCO MISTING SYSTEMS

Used by the leading growers of the country



1/4-in. 4W Wide-Eagle MISTING NOZZLE
\$2.95 each

INSURE HEALTHY

ROOTED CUTTINGS —

FASTER

AT LOWEST COSTS

INTERMITTENT SYSTEMS

FOR ALL CROPS

WATCO



Complete Clock-Timer and full 1/2-inch solenoid-wired, ready to hang up.

\$65.00

NOZZLES — TIMERS — SOLENOIDS — STRAINERS — ACCESSORIES
LAYOUTS SUPPLIED FREE — SEND FOR BULLETIN No. 30

AL SAFFER, Horticultural Supplies, 130 W. 28th St. New York 1, N. Y.
Oregon 5-2248



The most rugged, versatile tree planter ever built, the ForestView Tandem Planter assures fast, low-cost planting of seedlings, lining-out stock, potted material or other small plants. Easy to operate lever control permits instant adjustment to even the most rugged terrain. The newly designed, patented trencher shoe speeds planting of potted material and liners without damage. Precision alignment of stripper bar prevents clogging by weeds and undergrowth. Commercial steel construction throughout—ball-bearing mounted heading wheels. Mechanized planting eliminates human error—insures better survival.

Dealer Franchises Being
Made Available on a Na-
tional Basis. Send for
complete details on dealer
discount plan.

Write today for literature and prices — FREE

FORESTVIEW EVERGREEN NURSERY

Dept. AN



Germania, Penna.

BE YOUR OWN BOSS!

Become a Landscape Specialist in Your Spare Time at Home!

American Landscape School's low-cost, home-study methods help you to become independent quickly. You learn the newest, most modern landscaping methods and trends. You become proficient in garden design, drafting, mapping and field work. You improve your knowledge of horticulture, construction, superintendence, salesmanship and office practices. Hundreds of graduates have increased their income, earned new prestige in their communities.

45 GENEROUSLY ILLUSTRATED LESSONS →

Nine valuable, up-to-date textbooks filled with new ideas! Thorough preparation in 8 to 12 months. 50 imprinted business cards, monthly letter, consultation service, dictionary FREE to all students! Drafting set given FREE with advance full payment. 41st year. PRINT NAME AND ADDRESS IN COUPON FOR FREE BOOKLET.

AMERICAN LANDSCAPE SCHOOL

Dept. 207-A, 4508 Franklin Ave.

DES MOINES 10, IOWA

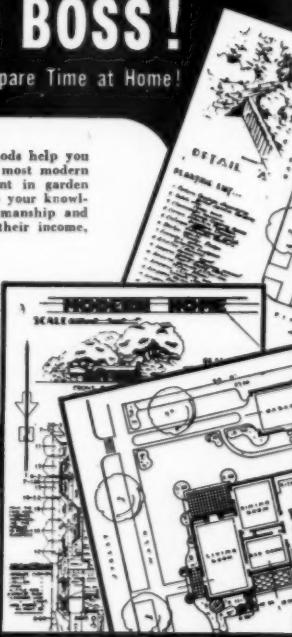
Please tell me how I can become a successful landscape specialist. Send me free booklet.

Name.....

Address.....

City.....

State.....



NURSERICANS . . .

The Modern Steel Container
(trade designated as one, two and
three-gallon sizes.)

THE LERIO CORP.
MOBILE 6, ALA. VALDOSTA, GA.

The "HUMIDOMIST" SYSTEM for INTERMITTENT MISTING

Circular 566A tells the story.

SUPREME ELECTRIC PRODUCTS CO.
194 Vassar St. ROCHESTER 7, N. Y.

shoot development produced approximately equivalent to next year's growth. Dwarf forsythia responds in a similar manner. Obviously, said Mr. Althaus, these plants and other responding species must be closely observed in succeeding months for winter hardiness and subsequent growth before adequate recommendations can be passed on to nurserymen.

Lawn and pasture grasses can be made to green up and grow earlier in the spring and later in the fall. The ability of Gibrel to extend the growing season for turf will, he believes, be of tremendous interest to all turf growers.

It has been observed, he said, that with increased growth and elongation of plants resulting from foliage applications, a greater demand is placed on available soil nutrients. Timing and concentration of applications of Gibrel will be the important factors in further research.

Newspaper Advertising

Talking on newspaper advertising Monday afternoon was Frank Leeming of the St. Louis Post-Dispatch. He said that with this type of advertising one gets 100 per cent location. Newspapers provide urgency; they stop the reader. They also provide unlimited flexibility. In 1947 nurseries placed 19 pages of advertising in the St. Louis Post-Dispatch. In 1956 this figure increased to 125 pages.

Mr. Leeming advised the nurserymen to pattern their newspaper advertising after that of other successful advertisers, such as the chain stores. Feature traffic items, show values, have comparative advertising and make use of color advertising, he advised. It is best not to spread newspaper advertising too thin. It is best to concentrate advertising in the local newspaper that has the best coverage. He advised hitting hard and hitting often with advertising. Do not try to get 100 per cent coverage by buying space in too many newspapers, he concluded.

Building a Catalog

"Building a Catalog That Will Produce," was the topic of a talk by Bruce Traxler, A. B. Morse Co., St. Joseph, Mich. A catalog is a large expense item and is a big responsibility. Mr. Traxler said he wonders if enough thought goes into them. He advised keeping accurate sales records to avoid wasting time in listing items which do not pay. Many catalogs are too wordy, he believes. There is too much clipping of descriptions. Originality is needed in the copy, and the layout should be

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kept simple. Nurserymen have gone overboard in "punching up" the copy. Care is needed, he stressed, in using colors in headlines.

He concluded his talk by saying that the most important word in selling is the word "you." Usually, he added, if a sales message is slanted along the lines of what the product or service can do for the customer and ignores the benefits to the seller, an order will follow.

Television Selling

In the absence of Joe Weston, Mr. Hanley read his paper on "Our Experiences with TV." Television has been valuable for Neosho Nurseries, wrote Mr. Weston, but it is difficult to bring up figures to prove it. The approach has not been a mail-order one, and traceable returns are few, he said. Campaigns have been carried out on a 3-department basis, mail order, cash and carry and salesmen's landscape work.

Early in the season, about mid-February, the nursery divides spot announcements on TV on an even basis, offering the catalog on one and landscape service in that area the next. Toward the last of February, Friday or Saturday night spots soliciting "Drive to Neosho" trade are added. By mid-March, the catalog spots have been eliminated and concentration is placed on landscaping and cash and carry. By early April the campaign narrows down to drive-in trade and is continued as long as weather and stock will permit. The campaign is general and because coverage of the stations is local, few traceable inquiries or orders are on hand. Though there are no firm figures to quote, business in those areas has increased perceptibly.

One spring a rose offer was made in a few spot announcements. A few mail orders were obtained, but many more people drove in to get the low cost (No. 1½ grade) rose and ended by purchasing more expensive material instead.

The first season during which television was used, the nursery arrived at some tentative figures of new cash-and-carry business obtained through this medium. It was an extremely dry season and business in all departments had fallen off 10 per cent. This level continued through the spring except in the cash-and-carry department, where business increased 13 per cent. Presumably, business in this department, too, would have decreased 10 per cent without TV. Apparently, then, the TV budget brought a 25 per cent increase. This budget represented an



"On High Temperature or Shaded Crops SISAL-GLAZE used as insulation has cut our fuel cost by 33⅓%..."

**say the Pierson brothers of
A. N. Pierson, Inc.**

"We are sold on the use of Sisal-Glaze as insulation for high temperature and shade grown crops," report the Piersons, well-known growers. "We have been able to greatly reduce temperature drops in houses when outside readings were as low as -15° F. Its use on sides and gables for all types of plants results in fuel savings and provides greater evenness of temperature. Used with shade it lowers summer temperatures from 10° to 15° at a time when heat is very detrimental to plant growth."

Sisal-Glaze is a new *weatherable* low cost, long lasting plastic with strength, semi-rigidity and clarity. It transmits practically 100% of all sunlight from infrared to ultraviolet.

Here is a tested and proved glass replacement that can provide new acreage at low cost and, when used as insulation, materially reduces fuel costs.

For application details, supply source and sample write to American Sisalkraft Corporation, Dept. AN-9.



Mr. Andrew Pierson, President
and Mr. Wallace Pierson, General Manager, A. N. Pierson, Inc., Cromwell, Conn.

American SISALKRAFT Corporation

101 Park Ave.
New York 17

205 W. Wacker Dr.
Chicago 6

55 New Montgomery
San Francisco 5



Easier PLANTING

with Roper 18" or 24" DIGGER

A planting hole in less than a minute — sitting down! It's a snap with Roper.

- 1-YEAR GUARANTEE — on complete unit with exception of wearable cutting head and shear pin.
- 10-YEAR GUARANTEE — on power gears.
- 24-HOUR FACTORY SERVICE — on all parts.
- PATENTED BEARING AT DIG-POINT — for positive auger strength.
- SAFETY SHEAR PIN — above ground, not in the hole.
- SMALLER AUGERS — 6", 8", 10", 12", and 14" also available.

Easier LANDSCAPING

with Roper REVERSIBLE BLADE

Best for all landscaping jobs — grading, terracing, ditching. Quickly attaches to all 3-point tractors.

- EXCLUSIVE FEATURE — 3" Bearing Surface at center of moldboard.
- FULLY REVERSIBLE — for back filling.
- DISC-SHAPED MOLDBOARD — for better cutting and rolling action.
- SHUNK PATENTED SAW TOOTH EDGE — for better biting action.
- 1-YEAR GUARANTEE — except wearable cutting edge.



TERRITORIES OPEN TO DEALERS OF
NURSERY & LANDSCAPE PRODUCTS.

FREE RAIN GAUGE—Just for writing

Roper MANUFACTURING CO.
ZANESVILLE, OHIO

Announcing the NEW illustrated book . . . "GARDEN PLANTS IN COLOR"



To be released after December. PRICE \$36.00

The book contains over 300 full color illustrations of plants with botanical and common names, as well as descriptions of growth habits and physical appearance. An excellent nurseryman's reference and sales manual. Plants illustrated in this volume include:

BROAD LEAVED EVERGREENS	CONIFEROUS EVERGREENS
DECIDUOUS FLOWERING SHRUBS	AZALEAS
TREES, SHADE AND FLOWERING	CAMELLIAS
VINES AND GROUND COVERS	RHODODENDRONS

"Garden Plants in Color" is loose-leaf, bound in a durable semi-flexible cover containing 19 metal rings for slotted

hole punching. Sheets may be removed for posting. Page size 8½" x 11" inches, lithographed on heavy gloss enamel paper, printed on one side only. Completely indexed. Write for sample pages.

Published by

Sweeney, Krist and Dimm

535 N. W. 16TH AVENUE • PORTLAND 9, OREGON

Hawaiian FERNWOOD Poles California Redwood
Plants Offering to H. Redwood
CATALOG
FERN HAWAII COMPANY, Inc.
P.O. Box 216 111 West 'C' St.
TE. 4-5101 WILMINGTON, CALIFORNIA

Ideal Garden Gadgets 
Metal label markers with heavy-duty steel stakes and aluminum labels.
Send for folder today.
LANSING SPECIALTIES MFG. CO.
Dept. AH 57, 918 Clark Rd., Lansing 17, Mich.

advertising cost amounting to 10 per cent of the value of the business gained, which is low as compared to corresponding figures for mail orders, believes Mr. Weston.

The nursery's experience with TV advertising has been good, and the medium should be effective for any nursery with facilities for cash-and-carry trade, he stated. Also, it is a help to the salesman working that territory. He expressed doubt that it would be advisable in a straight mail-order operation. He stated, however, that the nursery has not used a strong mail-order approach, and that someone else may have some conflicting figures.

Selling in Magazines

Concluding the afternoon talks was "Making the Magazines Perform for You," delivered by John E. Tillotson, publisher, Flower and Garden magazine. He advised the nurserymen to try advertising techniques on a moderate scale. When an effective approach is found, it should be used to its full potential. It is essential to keep testing, for what might produce results today might not be effective tomorrow. Sometimes the best thing learned from testing is not to try a method again, he said.

Mr. Tillotson advised making advertising plans early. A schedule should be made up for a season and adhered to as closely as possible. With some exceptions, he stated, the smaller the advertising space is, the smaller the number of inquiries will be.

The afternoon program was concluded with a lively question and answer period moderated by Mr. Tillotson, with Mr. Leeming and Mr. Traxler acting as panel members.

A social hour followed, with cocktails and hors d'oeuvres provided by Flower Grower magazine and Cole & Mason, its Chicago representatives.

Perennial Shipping

At the opening of the meeting Tuesday morning, August 13, Dr. John Mahlstede presented the results gleaned from the past season's perennial shopping survey conducted by the University of Iowa, Ames. The technique followed was similar to that of a 1956 survey, in which a shrub shopping test was conducted and reported on at last year's summer convention. This year, 25 member firms were shopped after catalogs had been requested in January. Two sets of orders were placed, in March and May. Carnations, phlox,

SEPTEMBER 1, 1957

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NOW... A ~LONG~ LASTING SOURCE OF VITAL POTASSIUM

After years of research and testing, California scientists have solved the problem of maintaining potassium in good supply in any soil. The answer is DURA-K, the "potassium glass" with low solubility, high effectiveness, and a high degree of safety.

DURA-K weathers slowly, releases the right amounts of potassium into the soil month after month despite the heaviest watering.

DURA-K is truly... "POTASSIUM INSURANCE"

(Distributors Invited)

GLOSTEX CHEMICAL CO.
3056 BANDINI BLVD.
LOS ANGELES 23, CALIF.

AN 9-7

Please send me: (1) Full Research Data on DURA-K.
(2) Special introductory offer—50-lb. multi-walled moisture-proof bag of DURA-K—\$10.00 (F. O. B. Los Angeles)

NAME _____
ADDRESS _____
CITY _____

delphinium and strawberries were originally ordered in all cases, and data were compiled on methods of acknowledging orders, time elapsed before shipment, condition of stock, method of packing stock and, finally, performance of stock after planting.

As found last year, wide variations exist in promptness of service, in economy of packing and shipping and in quality of stock. Cost of boxes used, for example, ranged from 4 to 52 cents, for identical numbers of plants but not necessarily same-size plants. Package weights varied from one pound to above six pounds. Average packing material cost (17 items) was 26 cents. Packing and postage costs ran from 4 to 15 per cent of the order value. Other average figures given included 6 cents for the packing of three chrysanthemum plants and 5 cents for the packing of 25 strawberry plants.

While some low survival percentages were recorded, they reached a top of 91 per cent. Best results were said to be from pot-grown plants. Older packing methods using heavy paper and boxes were said to carry the plants through shipment satisfactorily, but the cost exceeded that of the newer polyethylene packaging.

George S. Sullivan, of the H. P.

Grows Better...

PLANTER BOXES
POTTED PLANTS

ORCHIDS, CARNATIONS,
ROSES, ETC.

TURF, GOLFING GREENS

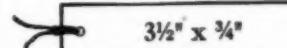
NO SIDE EFFECTS... WILL NOT LEACH OUT

In many soils one application of DURA-K can supply needed potassium for a year.



ALUMINUM TAGS

(All-weather)



- Patented cardboard backing permits easy embossing with ordinary lead pencil.
- Heavy eyelet. Copper-wired.
- Attractive silver Aluminum, backed with yellow cardboard.
- Inexpensively priced:
1000 for ... \$16.00 250 for ... \$6.00
500 for ... 10.00 100 for ... 3.00

Please Write for Free Samples

BERRYHILL NURSERY CO.
P. O. Box 696 Springfield, Ohio

SAWDUST MAKES GOOD FERTILIZER

You can apply 15 tons of sawdust per acre to build rich topsoil rapidly, and greatly increase nitrogen level, if you use the ActivO process. Cheaper, more permanent and better soil condition than with chemical fertilizer. No compost heap making. Apply now or any time. Rush post card for free bulletin, "How to Turn Sawdust into Gold."

Buy ActivO thru jobbers. Retail packages at \$1.39 to \$29.95, and bulk. Good nursery trial size for sawdust-fertilizer is \$29.95 ... enough for 1 1/4 acres.

The ActivO Process

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Make Money Every Time You Make This Simple Test

The Sudbury Soil Test Kit saves you from using wrong fertilizers by showing correct amounts of nitrogen, phosphorus and potash your soils need. Also shows pH. You get bigger yield, more flowers — more profits with less expense.

No One Need Show You How
Easy as reading a thermometer!
Nothing to know; nothing to learn.
Make tests anytime, anywhere—even
while plants are growing in benches or fields—at
only 10c per test. No
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SEND NO MONEY!
Let It Pay for Itself
Order today—pay post-
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Dealers: Write for Special Offer!

Pronouncing Dictionary

of Plant Names and Botanical Terms
64 pages 3000 names. 25c per copy
AMERICAN NURSERYMAN
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SAMUEL CABOT INC.
921 Oliver Bldg., Boston 9, Mass.

Please ship pints (12 per case)
@ \$.40 each

Please ship quarts (12 per case)
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Please ship gallons (4 per case)
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(All prices f.o.b. Boston)

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to really protect
wounds and
prevent decay



Cabot's Tree Healing Paint is a carefully prepared bituminous paint for protecting live wood and preventing decay. For years, leading arborists and foresters have been using Cabot's because it

- is ideal for painting wounds, cuts, broken limbs
- produces a black, tough, elastic, quick-drying coating
- is made of materials beneficial to trees
- stimulates growth of new bark
- excludes moisture — prevents evaporation of sap
- can be used in any season
- easily applied with paint brush

A quality product from Cabot Laboratories
...manufacturing chemists since 1877

Samuel Cabot

Smith Paper Co., Chicago, spoke next, giving a manufacturer's point of view on the polyethylene-coated papers. He told some of the early methods of manufacture and stated that experiments now under way promise lower costs of the product, more protection for stock covered and heavier weights for use on more difficult packaging items. These improved products will be available within two years, he declared, as the result of new developments in equipment and coating resins.

"New Adaptations in Packaging Technique" was the subject of the following speaker, Verl Davis, of the R. M. Kellogg Co., Three Rivers, Mich. He showed samples of aluminum trays that had been used by the firm in supplying plant premiums on an immense scale for General Mills last year. Excellent results had been experienced with the pack.

Also exhibited was material, consisting of an aluminum pot and a cardboard carton about 4x4x18 inches, with three clear plastic windows, for the packaging of small evergreens for counter sales. While the plans had not been completed for use of these items, it was suggested that 4-inch pots could be used to hold seedling transplants about 4 years old and 10 to 12 inches tall. A plastic pad was designed to hold moisture in the soil.

Mr. Davis declared that packaging products for distribution by others is one way to reduce selling costs because of the substantial reduction of advertising expense it permits.

Cost Accounting

After a brief recess, the convention listened to a talk, "A Practical Cost-Account System for a Mail-Order Nursery," by Linden S. Speers, partner in Peat, Marwick, Mitchell & Co. Cost accounting is basically important in the determining of adequate prices, said Mr. Speers. It will also help to show areas of profit and loss if the system is set up around product classes in a business. Working with product classes, such as shrubs and trees, perennials, house plants, etc., facilitates correlation of data. Product classification accounting can be integrated with any general accounting system. After classifications have been set, it is possible to make proper allocation of overhead costs to supplement the direct costs and so have an adequate basis for pricing. Overhead allocations may involve time study work and the use of predetermined standards or averages. Product cost sheets may be developed, along with other standardized forms.

From cost-accounting records

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SPRINKLERS



A sprinkler without the Rain Bird name just isn't the same, for only Rain Birds have all the advantages that have made them world famous.

There's a Rain Bird designed for your specific irrigation needs. Every Rain Bird sprinkler advancement has been field-tested... and in the field, Rain Birds never have been bested!

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Buy it in Bulk
and Save!

Only "Millburn" is mechanically dehydrated to a uniform moisture content for easy working. Only "Millburn" is steam sterilized to safeguard against weed seed and insects.

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ELECTRIC

"Taylortrucks"



FOR
FASTER — CHEAPER — EASIER

1/2 TON — HAULING — 1/4 TON

Write for Information and Nearest Dealer
MEADOWS BROTHERS
Box 146 ALADENA, CALIF.

SEPTEMBER 1, 1957

89

much can be learned that will be helpful in planning operations. The relationship between classes of merchandise in the selling effort becomes clear. The spread shown between cost and sales price distinguishes the profitable items. The system isolates problem areas for study to improve profits. Indications of rising costs show need of counteraction through repricing or improving efficiency of handling.

Pooling Cost Data Urged

Immediately after Mr. Speers' talk, John Lemon, vice-president, Conard-Pyle Co., West Grove, Pa., presented "A Proposal for Pooling Cost Information." Just as a business compares its accounting figures of one year with those of another, so it would find advantages in comparing its operation figures with comparable figures of others in the same line, he declared. Figures that are not used are wasted. If firms would reduce their cost account figures to a per cent basis, such as costs per dollar of sales, figures could be obtained for comparison with those of other firms having similar account groupings. Such comparisons can lead toward progress within the cooperating firms, stated Mr. Lemon, with a consequent strengthening of the mail-order industry in its efforts to capture its share of the consumer's dollar. Other industries have used trade-accumulated market and costing figures to great advantage, he pointed out.

In conclusion, Mr. Lemon proposed to the group that it establish a research project on mail-order costs to provide fully cooperating members with unidentifiable but authentic and dependable comparison figures of mail-order volume trend and mail-order costs based on cents per dollar of sales. He recommended a committee to work out technical details, use of a dependable clearinghouse to assemble and collate figures and setting a repeating period for the project, such as every 2, 3 or 5 years. Mr. Lemon's suggestion was to be presented to the board of directors for consideration and action.

Obtaining Customers

The speaker after the luncheon was G. J. Cullinan, vice-president of Harry Schneiderman, Inc., who talked on "Reaching the Prospect in Today's High-Cost Advertising Market." He first reviewed sources of prospects, putting friendly sources first, these being former customers and friends of theirs who are referred to a seller by word of mouth or directly recommended to the



Sprays that pay

The best way to control Borers

PARA-SCALECIDE

Gives safe, sure control of peach, shotgun and flat-headed apple borers, as well as other borers on shade trees and ornamentals. Dilutes 1 to 7 with water.



Para-Scalecide has an outstanding record of success in borer control for nurserymen, home gardeners and orchardists. **Use it and sell it**—for good steady profits during the borer season.

	Retail	Packed	Dealer
1/2-pint bottle	\$0.85	12 to case	\$ 6.12
1-quart can	1.69	12 to case	12.17
1-gallon can	3.98	6 to case	14.33

PRATT'S 72% CHLORDANE

This versatile insecticide concentrate gives customers an easy do-it-yourself way to control termites. A timely product for grub-proofing, too. Contains 8 lbs. of Chlordane per gallon.



Retail	Packed	Dealer
\$1.25	12 to case	\$ 9.00
2.00	12 to case	14.40
3.99	6 to case	12.92
5.65	6 to case	20.34

PRATT'S NEMAGON

An emulsifiable concentrate of Nemagon soil fumigant which controls nematodes in established turf and on roots of many vegetables, melons, flowers, fruits, shrubs and trees. Safe for pre-plant or post-plant treatment.



Retail	Packed	Dealer
\$4.00	6 to case	\$14.40
7.00	6 to case	25.20

Prices slightly higher west of Mississippi River.

Write for prices on the complete Pratt line.

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Better Quality—Lower Prices

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Moisture-resistant labels, plain or printed, single or sheets for typewriter use. Wide variety, lowest prices.

Shipping tags, color broadsides, catalogs, price lists, order blanks, order books, stock records, gummed labels, blotters, salesbooks, distinctive stationery.

Letterpress and offset printing. Write for free samples and prices.

THE TINGLE PRINTING CO.
SINCE 1907
PITTSVILLE, MD.



ULLMAN CLEAT

Strong, reliable, protects flowers from damage in transit, satisfies customers and insures better prices. The Ullman cleat grips sides of box, holds stems to bottom. Send for prices.

THE ULLMAN CO.
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Tree Diggers — Root Pruners
Special Cutter Blades

CHARLES ADAIR CO.

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Superba Brand REED MATS

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Yes, cash registers across the nation are ringing up sales for nurseries and garden supply shops where PATIO WOOD California Redwood planters and tubs are sold. PATIO WOOD products are a double-profit item. You sell the planter—then the plant! PATIO WOOD products are nationally pre-sold in leading consumer magazines. Orders are already waiting to be turned over to dealers. We have dealership openings. Write today for complete catalog, price list and sales aids. Sell the Redwood planters all America asks for and let your cash register ring for YOU! *Avoid disappointment—write TODAY!*



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Shouldn't you investigate the consignment selling plan endorsed by 1,450 top garden stores? Just drop a line to:

John R. Whiting, Publisher

FLOWER GROWER,
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and increase your profits. Now is the time to start planning details. Write for complete catalog of equipment, supplies and instructions on "how to do it."

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MILLIONS USED PLANT EATS POT

Per ton C.I.

FERTO-GERM, Compost, Manure.....	\$ 48.00
MULCHNUR, 3-6-3 All Organic.....	60.00
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Write for Price List, Small Quantities.

ALLEN CO. PITTSTOWN 3, N. J.

seller. Magazine advertising to obtain inquiries is next best. Extension of credit will also draw prospects, the speaker stated, adding that the credit buyer gives four times the business given by the cash buyer. He declared 55 per cent of the mail-order business today is credit business. Prospects should be sought in town and suburban areas now, not rural areas.

Keep mailing lists cleared of non-buyers, so as to avoid waste circulation. Savings can be used to reach into new, more profitable areas. While magazine advertising ranks first in seeking inquiries, there is a point reached at which the cost of the names obtained becomes too high; then a switch should be made to direct-mail efforts. The point at which the change of method should be adopted is a matter of statistics and can be foreseen, but cost accounting will help to keep track of this cost item.

The value of lists often lies in the closures obtained in using them. Profit may be small on an original order, because of costs involved, Mr. Culliman pointed out, but repeat orders may be vastly more profitable to the seller. He recommended four or five follow-ups in soliciting prospects, using different materials.

Mr. Culliman suggested percentage results that might be expected from using different types of lists and from soliciting different kinds of prospects. He indicated that there were fixed points at which variation in returns with different media could be expected and one needed to know these points in order to obtain maximum results for his efforts. Methods should be blended to fit a budget; there are times to seek both low-cost and high-cost prospects.

There is growing experience to indicate the best percentages of markup to devote to market expansion. Lowering product costs will make more funds available for promotion. Raising prices will do the same thing. Improving the product always has a tendency to expand its use.

The main business after the lunch was discussion of the action to be taken with regard to the secretary's position, concluded as given previously, and the election of officers, as reported earlier. The board of directors was instructed to consider the nature of the next project to be undertaken by Dr. Mahlstede.

PONTIAC NURSERY CO., Romeo, Mich., was sold recently. William Conway, former president of the firm, is planning to grow stock in Tennessee.

to obtain extension prospects, that the times the Royer. He mail- it busi- brought in now, not

of non- circulation to reach areas, ranks here is a cost of times too made point at should statistics most ac- lack of

in the them. original d. Mr. seat or- profitable and four pros- s.

percentage expected of lists kinds of there maximization could know methods budget; per-cost

re to es of expansion will pro- to the product and its launch to be ery's previous as, as direc- the un-

Ro- Wil- of stock

"Royerated" Compost . . .

FOR STRONG, HEALTHY, TOP-PRICE PLANTS



Florists and nurserymen everywhere vote Royer Shredders their most valuable aid in the preparation of *really good compost*, the kind that can mean the difference between average and top-price plants. Once through a Royer your compost is uniformly sized, mixed and aerated, light and fluffy—and with all trash removed.

Your Royer will save you time and money on this operation, too. *"Royerated" compost* takes only $\frac{1}{2}$ the time to produce as does manually mixed compost. You'll reduce time and labor costs by 89 per cent. At today's high labor wage, this savings can pay off your original investment in a very short time. After that, thanks to *really rugged* construction, your savings will continue for years.

Thousands of growers have taken advantage of this tremendous savings—why don't you? There's a size for every need, from the 4 to 6 cu. yds./hr. shown above, to the 12 cu. ft. bucket charge model. You can choose your drive, too; Royer Shredders have electric or gasoline motors built-in or a crowned pulley for flat belt drive.

Write today, for descriptive literature and the name of your local distributor—he will be glad to give you an on-the-spot demonstration. Without obligation, of course.

ROYER

ROYER FOUNDRY & MACHINE CO.

182 PRINGLE STREET / KINGSTON, PENNA.

CANADIAN SHORT COURSE

[Continued from page 11]

supervising the growing of plants in approximately 1,000,000 containers at the present time. The D. Hill Nursery Co. recently completed paving of a 4-acre area laid out in 40-foot plant beds and 11-foot roadways, for the purpose of growing Plantainer stock. The paving eliminates weeds, makes it easy to transport stock and carries away all excess water.

To illustrate his lecture, Mr. Costa used slides that exhibited the uniformity of Plantainer stock. He advised the use of a uniform mixture of sand and peat moss that can be formulated accurately at any time. The ratio of one ingredient to the other depends on the type of sand and peat used. It is possibly more economical to use sand and peat found in one's locality rather than to order it from a supplier at any distance.

Container-grown stock appears to be highly popular and should have a good future. It is also obvious that close supervision of the work and an adequate water supply are essential for good results. Perhaps the most important feature of this growing practice is that a plant can be sold and planted at any season of the

"BRODLEAF" Imported HOLLAND PEAT MOSS

- ★ THE ROOTS SCREENED OUT.
- ★ YOU GET THE BEST PART —
- ★ THE PEAT FLAKES.

Carlot Inquiries Invited . . .
Also Ask for Special Offer Holland Burlap Squares.



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90 WEST STREET—NEW YORK 6, N. Y. Telephone BArclay 7-8357

NURSERY NAILS

2-inch — Needle Point — With Largest Heads in the Business.

ORDER NOW!

5 kegs, **\$17.50** each; 10 kegs, **\$17.00** each. F. O. B. Scottsville or Dallas.
Money with order, please.

VERHALEN NURSERY
Company

SCOTTSVILLE • 12140 HARRY HINES BLVD.
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year, with the exception of the winter months.

After lunch, a machinery demonstration gave the nurserymen an opportunity to see in operation all types of tillage equipment, lawn mowers, lawn rollers, sod cutters,

airifiers, lawn makers, stone pickers, shredders, spray equipment and others. A large, self-propelled pruning machine was featured in an exhibit that gained great attention.

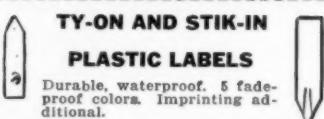
The group enjoyed a banquet Monday evening in Creelman Hall

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**ALUMINUM
AIR-LAYERING
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Interleaved with tissue to prevent sticking. 6x8 ina. or 8x12 ina.



**RAINBOW
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Light weight. Low shipping costs, less watering, better root growth. 5 colors.

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Imprints permanently 9000 plastic labels per hour. Automatic, compact. Rugged design. Terms available.



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Name	
Address	
City	State

and later adjourned to War Memorial hall for dancing and for entertainment by a troupe from Toronto, including the talented folk singers, the Travellers. The master of ceremonies for the evening's entertainment was Don Hancock, who had also arranged for the group to view the televised Jackson-Patterson fight.

Landscape Pointers

The Tuesday morning session was opened with Dr. R. J. Hilton, head of the horticultural department at the Ontario Agricultural College, as chairman. The first speaker was Macklin Hancock, of Project Planning Associates, Ltd., Toronto. Mr. Hancock gave an illustrated lecture on "Landscaping the Small Home."

Mr. Hancock feels there is a great responsibility connected with designing home grounds. He believes the public and the trade are more aware of the potential and of the actual requirements of landscaping to provide pleasure for the homeowner and the community.

New homes create the need for 75 or 80 per cent of the landscaping today, he said. The modern home in the suburb is spread out, as owners are interested in structures that give maximum light and air. Because the automobile is the chief means of transportation, there is a need for a place to house the vehicle at night, and this need has been met frequently by a garage or carport at one side of the home, requiring a much wider lot than formerly. Because of the significant shifts in the design of homes, the designer's concepts of garden layout must be changed.

Mr. Hancock is a landscape architect but he feels that planting design in the near future is not going to be affected greatly by landscape architects; most of the layout of grounds will continue to be carried out by the owner or by the individual in association with some designer, who will, in all probability, be a nurseryman or landscape contractor. Thus the possibilities of these two latter professions are enormous.

Project Planning

Using a picture of a new-type home on a wide lot and adding details with colored chalk, Mr. Hancock supplied vivid sketches to supplement his lecture. The proper positioning of plants essential for the main design was the first step shown, after which plants for fillers were indicated. He used shade trees for protection and background and smaller trees for color or foliage and branch effect. Various evergreens were positioned for mass effects.

The planting beds in this particu-

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Taubman
BLACK INDELIBLE
MARKING PEN**

**TO MARK
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MODEL #329 N

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TRIAL ORDER
FOR ONE
DOZEN PENS
TODAY

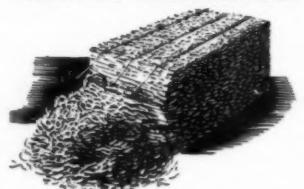
**FOR QUICKLY
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TREES, SHRUBS,
PLANTS**

SAMUEL TAUBMAN & CO.

176 Madison Ave. NEW YORK 16, N. Y.

Wood Feathers

**SCREENED
BALED RED CEDAR SHAVINGS**



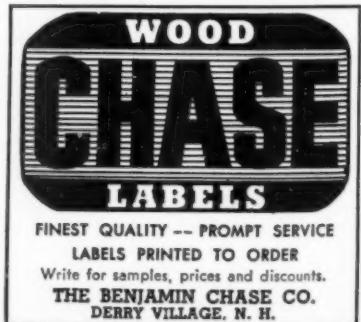
The Perfect Nursery Packing

Manufactured by

MONARCH SHINGLE CO.

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LOW DELIVERED PRICES — We Solicit Your Inquiries



FINEST QUALITY -- PROMPT SERVICE

LABELS PRINTED TO ORDER

Write for samples, prices and discounts.

THE BENJAMIN CHASE CO.
DERRY VILLAGE, N. H.

lar case were kept in a rectilinear pattern, extending the house design to the lot. The formal-shaped beds were treated informally in their individual planting.

The orientation of the house is important when selecting plant material. If the house faces north, giving a shaded location at the front, then one must choose plants suitable for shady conditions.

It is better to have trees or groups of smaller plants strongly located in one or more areas, with turf between groups, than to drop plants indiscriminately all over the property simply because they have some horticultural interest or because they might look well on this or that particular piece of ground.

Layout for Use

The most important thing in the layout of any small home is the definition of areas prior to the location of horticulture features of the garden. First there must be a driveway and an alighting area, with a walk from the drive to the front door. At the front door there should be a large ground slab to enable the homeowner to stand and receive guests without fear of falling into the adjacent planting. The walk can be of solid concrete or of precast concrete squares set approximately four inches apart, allowing grass to grow between.

Two plane trees were suggested for shade at the lot line. The area in front of the lot line means a great deal to the home as well as the community, and it is not necessary to plant a hedge or let one go unattended.

Beneath the plane trees it is desirable to plant a ground cover, such as pachysandra or a group of barberry. Additional planting can include smaller trees for foliage effect and some shade. A double width of walk area at the entrance may be desired, as well as a single width of walk across the front of the house and along one side for service entry. A grouping of plants at the alighting area will add interest. To finish off the front area, a hedge may be desirable on a side property line. An evergreen hedge is excellent. Subdivision authorities often require that hedges be kept back a certain distance from the street. There is always an element of good judgment required in locating plants, and one has to allow room for their proper development under optimum conditions.

Outdoor Living Plants

The side and rear areas of the lot are important because most outdoor

Here's what Mr. Julian Herman, owner of Universal Nursery, North Hollywood, California, has to say about SALES BOOSTER SIGNS:

"My sales have shown a nice increase since I installed my SALES BOOSTER SIGN! It gives me a way

to call attention to the things I sell. I've found it to be a very valuable sales aid—one I would not want to be without!"

Mr. Herman, like other progressive nurserymen, knows that when you tell what you sell, you sell MORE!

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Gentlemen: Please send, without obligation, illustrated folder and price list for SALES BOOSTER SIGNS.

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City..... Zone..... State.....

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as low as 92¢ per 1000

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Lowest-priced labels for field use and shipping. Made of tough fiber paper . . . extremely durable even when used in roughest weather. Supplied in perforated gangs—easily detached. 92¢ per package—no packages broken. Easily marked with pencil or pen. Prices for printing upon request.

Style	1000	5000	10,000
5E-2713	\$2.00	96¢	92¢
(Plain)		per 1000	per 1000

Catalog FREE: complete line of flower, plant and tree identification labels and supplies.

National Band & Tag Co. Est. 1902
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GREENHOUSE HEATING AND CONSTRUCTION
By H. E. Gray. 78 p. (1956). \$1.50.
American Nurseryman Chicago 4, Ill.

TINA

Tina is the only German brand recommended by the German Nurserymen's Association—and only after extensive trials. Tina horticultural shears and knives are not higher priced than ordinary brands.

Request our illustrated catalog and address of your nearest dealer.

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time and temper
COAST TO COAST

REDHEAD CAN SHEAR



cuts ALL cans

- CLEANLY
- SWIFTLY
- SAFELY!!

Retail: \$7.50

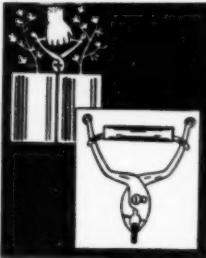
Nursery Price:

1 only \$ 7.00
2 for 13.50
3 for 18.00

Postage extra.

Pkg. wt., 4½ lbs.
each.

HANDY-MAN GRIPZIT



• SAVES

wear and tear
on cans and
fingers.

Retail: \$3.25

Nursery Price:

1 only \$3.00
2 or more
\$2.75 each.
Postage extra.
Pkg. wt.,
½ lb. ea.



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living will be done there. Many opportunities develop to create a patio adjacent to the living room, and the contractor is best suited to construct this feature.

The rear lot is likely to be square; the problem is how to create space or an illusion of space and how to maintain privacy. After locating the patio, locate a service area and the children's play area. Good shade trees are necessary for protecting both house and outdoor living areas.

A planting should partly enclose the patio, affording it some protection and tying it to the entire back area. If shrub groups are to go under large trees, work with such types as the viburnums, symphoricarpos, mahonia, euonymus and hedera, materials which do well in the shade.

It is not good to create a bizarre effect by using golden mock orange against red barberry. Rather, use birch against Austrian pine or gray magnolia against red brick. It is desirable to obtain a good winter effect without the overplanting of evergreens. Select some of the aristocrats of the shrubs, such as azaleas, for flower and foliage color.

Profitable Contracting

George Schechtel discussed "Profitable Landscape Contracting," stressing the need for good design and the use of only the best plant material. Excellent quality plant material will create more business through repeat and reference orders, he said.

The size of plant material used is an important factor. It is desirable to use material that is small enough to be easily handled yet large enough to give a striking effect. Originality of design being the basic factor for successful landscape contracting, the end product cannot be the standard run-of-the-mill job if the planter is to gain recognition.

Landscape contractors are in a seasonal occupation that offers eight weeks of good work as against 52 weeks afforded the average wage earner by other industries. The problem is to spread the work period over the entire year. Contractors must either charge high prices or try to find more types of work, such as moving trees during the winter months and lawn work in the early spring. An attempt should also be made to extend the planting season through the summer. Mr. Schechtel related that in his own organization, contracts for stonework, terracing, retaining walls and patios have enabled him to keep his employees during the hot weather until the beginning of the fall planting season. The

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SEPTEMBER 1, 1957

preparation of Christmas tree specialties then provides work, and a recent venture — tree moving — tides him over until spring again. The men will stay with the firm because it offers year-round employment to people working for the business.

In order to get and hold good personnel, Mr. Schechtel believes, landscape contractors will have to raise pay rates to keep more in line with industry. It will be necessary to give paid holidays and to provide employee insurance. This will make possible the hiring of good men who can do an excellent job and can talk intelligently to the homeowner, suggesting improvements or answering questions.

Planning is essential to getting the work under way early in the morning. It is necessary to plan a day's work in order to handle a crew of men.

Contacts Important

Building up contacts is highly important. In the busy season one sometimes neglects to thank a customer or to call on him in time or to call on him at all. Sometimes one may feel he has done an adequate job of contacting prospective clients in an area by making five or six phone calls when he may actually be missing the best customer. Mr. Schechtel suggested that a public relations man might be a definite advantage in this respect, calling on all leads and keeping contacts in respectable order. A retired schoolteacher on his summer vacation would be an ideal person to fit into this job.

It is impossible for a landscape contractor to operate with all of his capital tied up in uncollected accounts. In order to avoid, for instance having most of a seeding bill outstanding for two years until a customer's lawn becomes established to his satisfaction, a contractor should word his contract specifically to require payment of 75 per cent of the amount in 30 days and the rest in 90 days.

Replacements are a difficult aspect of the business. There is nothing in the retail price to cover a replacement, yet the customer expects it. Mr. Schechtel suggested that, since replacements are like insurance for the customer, a charge similar to insurance rates might be made for the service.

The speaker stated that money disappears in equipment depreciation and that large equipment should be rented. A contractor should not purchase any machinery that will be used less than seven months during the year.

Mr. Schechtel tries to get one large

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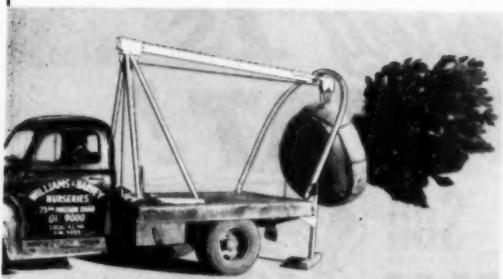
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job a year — such as work for a hospital or school—ranging from \$20,000 to \$40,000. The rest of his work is made up of residential landscaping.

A customer who tells the contractor that he likes a landscape plan but has not enough money at present to handle it is generally a good risk with whom one can safely do business. The speaker urged keeping prices up rather than cutting them to meet another's price. Higher prices are merited by quality workmanship and individual design.

Robert Craig, Plant Products, Port Credit, Ont., spoke on new chemical aids to plant production and pest control. A large number of new materials have recently been developed, most of which are quite safe to use. Malathion, of course, will kill canaertii juniper. Nurserymen seem to have less acquaintance with these materials than do food growers. It is best to prepare a program in advance of the actual application of these formulations to insure proper control.

McNINCH SUCCEEDS PEART

Recently appointed to take over the duties of Murray Peart on the extension staff of the Ontario Agricultural College, Guelph, Ont., is C. E. McNinch, a 1949 graduate in ornamental horticulture from O. A. C. The position became open when Mr. Peart left the college to take a post as assistant parks commissioner in north York county, Ontario. Mr. McNinch entered O. A. C. in 1945, after serving two years with the Royal Canadian Air Force. After his graduation he established a small nursery and landscape contracting business. Marrying shortly thereafter, he returned to O. A. C. to take a position in the public relations department, where he became head of the graphic arts and duplicating division, specializing in layout and design.

Mr. McNinch's horticultural knowledge, which he kept up to date by acting as a horticultural consultant during his service in the college's public relations department, will be fully utilized in his present position in the horticulture department. He will carry on extension work for nurserymen, engage in a nursery research program and teach, in addition to advising on the development of the landscape course at O. A. C.

DONALD EWING announces that the new location of his Quality Nursery, Fort Wayne, Ind., is a 5-acre tract of land at R. R. No. 4, Ferguson road.

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Drought in the East

Severe losses to the nursery industry in Rhode Island as the result of continued drought were reported in an article in an issue of the Providence, R. I., Journal last month. Failure of large numbers of plants lined out last spring to survive and develop roots is one part of the concern. Another is the marked drop-off of buying by the public that does not wish to run the risk of transplanting under the dry conditions.

Thousands of plants have been plowed under in the nurseries, it was reported, and many more have been burned on dumps. In sections of some nurseries powdery dust goes down six or seven inches. Several inches of rain were seen as an immediate need in the state, but forecasts at the time did not promise this relief.

Frank Williams, vice-president and secretary of the Forest Hills Nursery, Inc., Cranston, was reported as saying that his sales were off 50 per cent for the period and at a time when he would normally be needing 70 persons on the staff, he was using only 40. All he was doing was weeding.

Cornelius Hoogendoorn, owner of Hoogendoorn's Nursery, Middletown, cited two problems, the newspaper report states. Lined-out plants would fail to reach normal selling size and would have to sell for less and there would not be a sufficient supply of cuttings produced for the nursery's needs.

James Williams, president of Oaklawn Nurseries, Cranston, said it was the worst drought in 52 years.

Connecticut Affected

A Connecticut nurseryman was quoted as saying he now had only 60,000 out of 200,000 Japanese yews planted in the spring. This loss in plants would amount to \$175,000, apart from the costs of care.

Daniel Millane, of Millane's Nurseries & Tree Experts, Inc., Cromwell, Conn., reported laying off 25 out of 70 employees. In addition to sustaining losses in nursery stock, the firm has had to pay overtime wages to crews operating three water-spraying machines on the 150-acre Millane planting. A loss of 500 dogwood trees and other stock valued at \$8,000 was reported by this firm July 28.

Roscoe H. Gardner, Jr., president of Gardner's Nursery, Rocky Hill, Conn., declared that although no stock had so far been lost, the water supply had become so critical that only stock which it was expected

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would be sold this year could be watered.

John Leghorn, of the Leghorn Nursery, Cromwell, was quoted in a news item to the effect that some of the firm's stock might suffer next winter as a result of the drought. Losses so far are about \$50,000.

John L. Rigo, state director of agriculture, has initiated a plan whereby Rhode Island will join with Massachusetts and Connecticut, also badly hit by the drought, in an appeal to the federal government for aid. The needs of the nurserymen and dairymen for assistance will be presented to the United States Department of Agriculture by the three state commissioners after conferences with leaders in the affected industries as to effective aids.

Mr. Rigo acted after Governor Roberts received word from Senator Aiken of Vermont, ranking Republican on the Senate agriculture committee, that he felt sure the U. S. D. A. could give material assistance to drought-stricken farmers of southern New England. He stated that the governors should take the first step by declaring their states disaster areas. Senator Aiken said that the U. S. D. A. has funds with which to aid dairy farmers particularly, in the way of low-cost grains and hay. He did not know instances where the government had stepped into drought relief for vegetable and fruit growers, but thought that the possibility could be investigated.

Late word received is that the states' plea for federal aid was rejected.

Irrigation could ease only part of the nurserymen's plight, the newspaper article indicated. Most nurseries are equipped to irrigate only a part of their crops. Some nurseries have no irrigation. Nurseries that have nearly completed irrigation facilities are running into the problem of getting enough spring-fed water into their ponds.

ROSE RENT DUE

Red rose rent day will be marked by the Conard-Pyle Co., West Grove, Pa., on September 7 this year. It will be the 226th anniversary of the original payment of a single rose as rent for part of the land used by the firm for growing roses. Each year when the payment is made to a descendant of William Penn, the firm holds an open house at the grove and rose fields on U. S. Route 1, two miles south of West Grove. The rose presentation is made by a prominent person in a ceremony during the afternoon and



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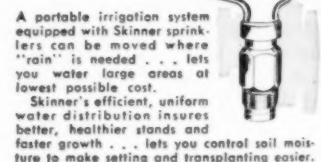
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the public is invited to hear talks by well-known garden writers, see rose exhibits, view the firm's new introductions and growing fields and picnic in the grove.

NEMATODE QUARANTINE

After public hearing on the proposed soybean cyst nematode quarantine, the plant pest control division of the United States Department of Agriculture has issued instructions on quarantine 79 to control the pest named. These regulations became effective July 26.

Materials specifically controlled under the new quarantine include, among others, soil, nursery stock and other plants with roots attached, true bulbs, corms, rhizomes and tubers, root crops, used farm tools and implements and used crates, boxes and burlap. States affected by the quarantine are Missouri, North Carolina and Tennessee. Areas now declared affected in those states are more extensive than originally proposed.

QUARANTINE 72 REVISION

Effective July 19, revisions of the administrative instructions affecting quarantine 72 for the control of the white-fringed beetle, have been issued by the plant pest control division of the United States Department of Agriculture. The revisions add to the regulated areas in Alabama, Mississippi and Louisiana and remove one county in South Carolina from the list of areas which are regulated.

ASIATIC MAPLES

The trend in modern architecture to 1-story, compact residences has increased the demand for small trees. So the July issue of *Arnoldia*, published by the Arnold Arboretum as a continuation of its Bulletin of Popular Information, appropriately is devoted to the propagation from softwood cuttings of Asiatic maples.

GREENVIEW NURSERY has been opened at South Hempstead, N. Y., by Robert Carbone and Jerry Strem, two nursery graduates of the Long Island Agricultural and Technical Institute, Farmingdale, L. I., N. Y.

RETURNED from a tour of duty with the armed forces in Korea August 7, James I. E. Ilgenfritz II will become associated in business with his father at Ilgenfritz Nurseries, Inc., Monroe, Mich.



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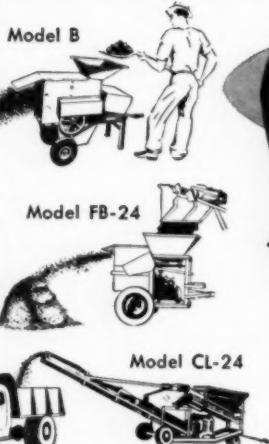
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Michigan Nursery Tour

By Donald P. Watson

A group of about 50 persons, nurserymen and students, took part in the nursery tour that followed the recent landscape management conference at Michigan State University, East Lansing. The party filled two buses and left from Kellogg Center on the campus at 8 a. m. August 8.

The first stop was at Wildwood Gardens, Jackson, Mich., operated by Henry Sorensen. This is a family business having mostly retail plant sales and landscape trade. Of Danish descent, Mr. Sorensen does a marvelous job of growing and has a wide variety of plants. He could not have been a better host.

From Jackson the group went to Van Wert, O., and on, after lunch, to Dayton, O., where the travelers were the guests of the Siebenthaler Co. The whole Siebenthaler family turned out and spent a couple of hours showing the party the garden shop and describing its operation. After that the landscape setup was explained, and equipment, plans and plants were viewed. As this is one of the outstanding businesses of its kind in the country, it was a privilege for the nurserymen and students to see the work. At Dayton the party had a guided tour of some of the projects which the Siebenthaler firm had done, including the landscaping of a large subdivision on the outskirts of town.

Moraine Nursery Viewed

At the Moraine Nursery, both John and Jack Siebenthaler conducted the visitors on a wagon tour of this large planting. All were interested in the story of the development of the Moraine locust and in the thousands of budded plants which are now growing and the seedlings that were not yet budded. The party enjoyed a picnic lunch at the nursery and from there went on to have a swim at an elaborate motel, the Red Horse Motor Inn, at Dayton.

August 9, the group arrived at the Berryhill Nursery Co., Springfield, O., and was met by Lewis Bookwalter, who had arranged an efficient tour of his wholesale nursery. All were impressed with the efficiency of his operation and the large number of canned plants which he is growing. The party toured the nursery in buses and then spent half an hour inspecting the canned material,

SEPTEMBER 1, 1957

101

which was of exceptionally fine quality.

By 4 p. m. the travelers had reached the garden store of the Monroe Nursery, Monroe, Mich., and were hospitably treated by the Ilgenfritz Co. There was opportunity to see the propagation houses, as well as the orchid business that is operated by Mrs. Ilgenfritz. After a picnic supper at the quarry, the party was entertained jointly by the Ilgenfritz Nursery and the Greening Nursery Co. The storage and packaging plants of the Greening Nursery Co. and its plants in the field were viewed. In the evening, the Landscape Association of Michigan entertained the group at a barn dance in the barn of Billy Olsen, New Boston, Mich. Mr. and Mrs. Earl Forbes, members of the party, did the calling, and a grand time was enjoyed.

Sod Farm

Early the morning of August 10 the group spent an hour inspecting the sod farm of Martin Olsen's nursery at New Boston, with Billy Olsen as the host. All the operations, including the cutting and digging of the sod and the extensive irrigation system, were observed.

The final stop was the Plymouth Nurseries, Plymouth, Mich., where Peter Christensen entertained the group again for lunch and showed his garden store, his nursery and his retail sales lot. Everyone was impressed with the fine subirrigation beds that are used by Mr. Christensen, by the quality of his plant materials and by the neatness and fine operation of his garden store. The return to East Lansing was by way of Farmington.

Everyone had such a good time that there was much enthusiasm for a more extensive trip next year, possibly by air, so that more nurseries can be visited in the same length of time.

GRAPE PEST CONTROL

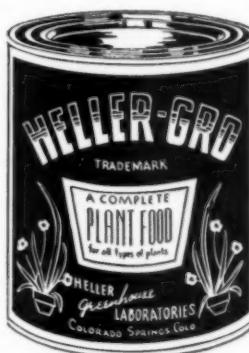
Dr. E. F. Taschenberg, entomologist at the New York state agricultural experiment station, Geneva, reports that approximately 90 per cent of the acreage devoted to grape production in New York is now sprayed with chemical pesticides annually as opposed to about 5 per cent that received such treatment in 1940, according to data compiled by the station.

This great increase in the use of chemical pest control methods in the vineyards of the state is attributed by Dr. Taschenberg to the development of such effective materials as DDT, parathion and EPN. Intro-

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When you use Heller-Gro, you get strong root systems from cuttings in less time than you would believe possible! In some cases, the sturdy, rapid growth has made it possible to eliminate the potting step completely; the cuttings are moved directly from propagation benches to the field!

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duction by the experiment station of a hooded spray boom that makes possible a 1-man operation is also credited with increasing the effectiveness of vineyard spraying. The hooded boom partially envelopes the vine, giving excellent coverage of both fruit and foliage and reducing interference of the wind in the spraying operation.

CONSTRUCTION of a new lath house and addition of coldframes by the Evergreen Nursery & Greenhouse, Kalispell, Mont., is expected to double the firm's production of hardier bedding and vegetable plants another year.

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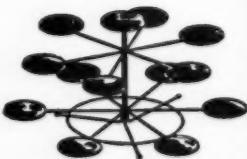
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New soil drench protects seedlings and transplants from damping-off. Quick, economical, easy to use in greenhouse or outside.

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PLANT PATENTS

The following plant patents were issued recently, according to Rummel & Snow, Chicago patent attorneys:

No. 1615. Rose plant. Milton L. Whisler, Granada Hills, Calif., assignor to Germain's, Inc., Van Nuys. A new and distinct variety of rose plant of the climbing hybrid tea class, characterized particularly as to novelty by being substantially identical with its parent variety Queen Elizabeth (plant patent No. 1259), including the latter's foliaceous habit and abundant, large, leathery, dark-green foliage, which heavily clothes the plant, but being essentially distinguished therefrom by its vigorous and climbing habit of growth.

No. 1616. Rose plant. John Martinez, Glendale, Ariz., assignor to Jackson & Perkins Co., Newark, N. J. A new and distinct variety of rose plant of the climber class, characterized particularly as to novelty by its general similarity to its parent variety Spartan (plant patent No. 1357), but being essentially distinguished therefrom by its climbing habit of growth, as evidenced by its long basal shoots that usually attain a height of about six or seven feet during the first year and send out lateral blooming spikes continuously through the growing season, with flowers being borne on both the terminal ends of the basal shoots and the lateral spikes, said flowers usually displaying a mass of color generally corresponding to the flowers of the parent variety afore-mentioned in the month of June, with repeating clusters of bloom through the remainder of the growing season.

No. 1617. Yew (taxus) plant. Cornelius W. M. Hess, Mountain View, N. J. The new and distinct variety of yew (taxus) plant, characterized particularly by its slow, compact growth from a single central stem; the conical form of its plant retained with little or no trimming; its ability to be readily propagated asexually from any part of the plant, and its tolerance of a climate at least as cold as 15 to 20 degrees below zero Fahrenheit.

No. 1618. Rose plant. Wilhelm Kordes, near Elmshorn in Holstein, Sparrehoop, Germany, assignor to Jackson & Perkins Co., Newark, N. J., a corporation of New York. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by its excellent plant form; its leathery and glossy foliage; its large and well-formed buds and flowers; its 2-toned bud color of pale orange-yellow, with the upper half of the petals lightly overcast with Thulite pink; the distinctive deep rose-pink, lightly overcast with spinel-pink color of the inside of the flower petals; the distinctive cream color, with the outer edge of the petals lightly overcast with cameo pink on the reverse of the flower petals, and the distinctive Thulite-pink general color tonality of the flowers at the end of the third day.

No. 1619. Honey locust tree. David Barrett Cole, Mentor township, Lake county, Ohio, assignor to the Cole Nursery Co., Painesville, O., a corporation of Ohio. A new and distinct variety of sub-

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Fences—2 to 5 rail—all
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stantially thornless honey locust tree, *Gleditsia triacanthos* L., variety of *inermis*, having a strong, sturdy, straight trunk with well-spaced and uniformly arranged branches, said branches emerging from the trunk at a relatively wide angle, but then quickly turning upward, giving an upright branching appearance to the tree, the mature leaflets being dark green.

No. 1620. Fuchsia plant. Horace M. Tires, San Francisco, Calif. A new and distinct variety of fuchsia plant, characterized by the exceptional size of the blooms, the classic symmetrical form, in conjunction with attractive coloring and excellent and vigorous growing habit which constitute a fuchsia unlike any other of its type.

No. 1621. Fuchsia plant. Horace M. Tires, San Francisco, Calif. A new and distinct variety of fuchsia plant, characterized by the cardinal-red corolla and white sepals and tube, combined with the unusual form and vigorous, semitrailing habit of growth, resulting in an appearance unlike any fuchsia of its type.

No. 1622. Almond tree. Herbert Lee Corcoran, Delhi, Calif. A new and distinct variety of almond tree, characterized by the tree's being large, dense, and fast and vigorous in growth; by blooming heavily and approximately with the Nonpareil; by setting and bearing the nuts in great profusion and well distributed along the branches; by nuts which hang well on the tree and are easy to harvest and hull; by harvesting about one week later than the Nonpareil; by medium soft-shelled nuts whose shell is a golden straw color, well sealed, and having a wing which snaps out readily, and by

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good, sweet meats whose skin color is slightly darker than said Nonpareil.

No. 1623. Peach tree. Edwin M. Wagner, Sacramento, Calif. A new and distinct variety of peach tree, characterized by heavy and regular production of large-size, yellow-fleshed, clingstone fruit similar in appearance and size to the Phillips clingstone but having a ripening period averaging 10 to 15 days later and a picking season of approximately two weeks' duration. The variety further is characterized by fine, crisp flesh which remains firm to and including the full-ripe stage; has high sugar content at the hard-ripe stage, and maintains its firmness and color under canning temperatures. The peach tree additionally is characterized by fruit that hangs well on the tree beyond the full-ripe stage, withstands relatively long refrigerated storage without deterioration and is of good, long-distance shipping quality, fresh picked or after refrigerated storage.

BOOKS ON PROPAGATION

Plant Propagation \$7.50
By Mahlstedt and Haber

Plant Propagation Practices \$7.50
By James S. Wells

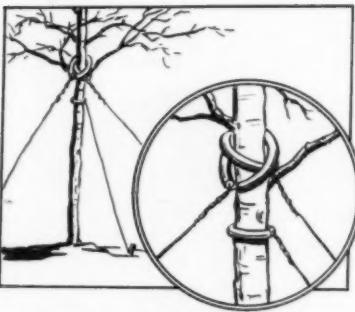
Propagation of Plants \$6.00
By M. G. Kains and L. M. McQuesten

How to Increase Plants \$3.50
By A. C. Hottes

The Graftor's Handbook \$4.50
By R. J. Garner

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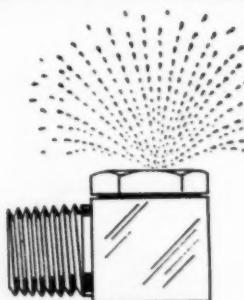
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5 nozzles, postpaid	\$ 5.00
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Tork 24-hour on/off clock, ppd.	10.95
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BOOK REVIEWS

MANUAL OF TREE CARE

So far as is known, all books hitherto written on tree care have been for the instruction and guidance of professional men. "Tree Care," by John M. Haller, just published by the Macmillan Co., at \$5.95, is described as a complete manual for homeowners. The 224 pages of the book are designed to inform the homeowner on the various problems that arise from the ownership and maintenance of trees. The owner consequently will have an understanding of such matters, and while he may be able to take care of bark wounds and similar small matters, he is advised by the author to avail himself of the services of an arborist when anything important is to be undertaken.

The book is highly practical, as the author is owner and manager of Haller Tree Experts, at Austin, Tex. The book is interestingly written, because Mr. Haller once taught English at the University of Texas and has written stories and articles for magazines. It is illustrated by 24 pages of photographs, generally reproduced four to a page, and altogether this is an instructive book not only for the homeowner but also for the practicing arborist.

"READING THE LANDSCAPE"

For 16 years as naturalist of the Morton Arboretum, Lisle, Ill., May Theilgaard Watts has lectured and written on various phases of the natural landscape and recently she has been doing a TV series over a Chicago station. So it is only natural that a wider audience should enjoy and benefit from her knowledge of plants and nature in an interesting book, "Reading the Landscape," just published by the Macmillan Co. at \$4.75. The subtitle of the book is "An Adventure in Ecology," and Mrs. Watts pays tribute to her teacher, Dr. Henry C. Cowles, the first American ecologist, who taught her to read the landscape.

The author takes some simple aspect of nature and describes its development and the influences on its growth and character. She has taken examples from the forests of the Great Smoky mountains, a quaking bog, a stream in southern Indiana, sand dunes, the timber line in the Rockies and various other places, and her reading of the landscape in these various regions is not only in-

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teresting but highly informative to anyone botanically inclined. Sketches illustrate the text, and each chapter concludes with a half-dozen to a dozen references for persons who care to read further.

FREIGHT RATES UP AGAIN

New rail freight rate increases granted to railroads by the interstate commerce commission were announced August 7. Increases are approximately 7 per cent within and between eastern and western territories and 4 per cent within, from and to southern territories. These gains are added to interim increases permitted last December and now made permanent, so that the over-all increases amount to 14 per cent in eastern territory, 12 per cent in western territory and 9 per cent within, to and from southern areas.

The boost in rates obtained falls short of the requests made by the carriers for 22 per cent over-all increases in the west and for 15 per cent in the south. However, the ICC stated that it recognized further gains in costs were imminent and that when they eventuated, the railroads would be permitted to make a new petition for higher rates.

HOMEDALE STAFF CHANGES

Homedale Nurseries, Hopkins, Minn., announces the promotion of Myron Johnson, former manager of the nursery's garden store, to the position of nursery superintendent and grower. In his new capacity, Mr. Johnson will be in charge of all propagating and growing of plants at both the Hopkins and St. Bonifacius, Minn., nurseries. Shipping and receiving will also be under his supervision.

According to the Zakariasen brothers, owners of the firm, the garden store's volume increased 500 per cent under Mr. Johnson's management. Newly hired to replace Mr. Johnson as manager is Phillip Swensson, a former department executive at the Minneapolis store of Sears, Roebuck & Co.

OPENED in Cambrian Park, Calif., 14220 Almaden road, is the G&G Nursery, a modern establishment with 19,000 square feet of parking area.

TED KORVES, Gurney Seed & Nursery Co., Yankton, S. D., was unable to attend the meeting of the National Mail Order Nurserymen's Association at Chicago, August 11 to 13, because his son had been placed in an iron lung with polio.



It pays to put your stock in CLOVERSET POTS!

NEW PRICE LIST and handy potting chart ready now; use coupon to get yours or to ask for information or a sample set of time-saving, money-saving, root-protecting CLOVERSET POTS.

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Ship the following, postage paid. I enclose c.

- New price list of Cloverset Pots, designed as handy instruction chart for potting shed use.
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Prompt Shipments
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Sherman-Gannon EARTHCATOR

Scarfies, Grades, Levels, Backfills



Ideal, all-purpose unit. Lever operated from seat permits choice of scarifying, grading, leveling, or backfilling. Teeth locked to prevent loosening. Extra deep ripping. 65 in. and 72 in. models for Ford Tractor; 80 in. for Fordson Major Diesel. Write for Bulletin No. SP729.

Sherman-Gill Single-Roller MULTI-PURPOSE SOIL TOOL

"6 tools in one" for the complete preparation of any seedbed. Scarifies, grades, levels, breaks clods, pulverizes, rolls firm. Also seeds (with attachment). Takes over after rough grading to eliminate plowing or discing. Write for Bulletin No. SP733.



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One Tool for Four Jobs

Scrape and scarify at the same time or backfill at touch of lever. Flat sides for close work. Front blade penetrates during grading or is locked for leveling and fine grading but front blade keeps rear blade from deep penetration when backfilling. Teeth are adjustable but locked to prevent loosening. 65 in. and 72 in. models for Ford Tractor. Write for Bulletin No. SP729.



Sherman-Gannon ECONOMY

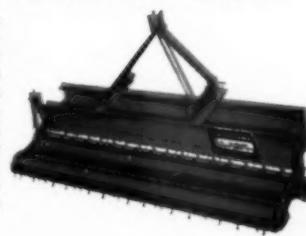
Priced Below Similar Scrapers



Scrapes and scarifies at same time. Also grades, levels, or backfills. Flat sides for close work. Adjustable teeth but locked to prevent falling out. Hinged back gate permits front blade to penetrate when grading but keeps rear blade high when backfilling. 65 in. model for Ford Tractor. Write for Bulletin No. SP729.

Sherman-Gill Double-Roller MULTI-PURPOSE SOIL TOOL

This model is the same as the Sherman-Gill Multi-Purpose Single-Roller Soil Tool but has two rollers for work in large areas. It is ideal for extreme soil conditions including clay and sand. Takes over after rough grading and releases five to ten men for other work. Write for Bulletin No. SP733.



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Available in three bushel single section model for use with Sherman-Gill single or double-roller soil tool and in four bushel double section model for double-roller soil tool for large area jobs where seed separation is desirable. Provides excellent distribution and coverage. Reduces waste. Write for Bulletin No. SP734.



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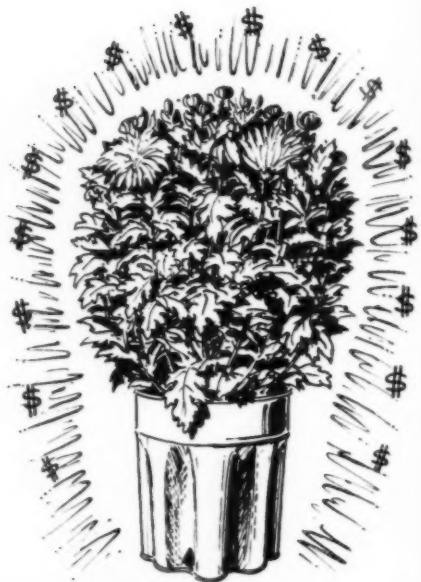
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White	Bronze	Red	Each	Each	Each
Pink	Lavender	Per 100	Per 500	Per 1000	
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	Each	Each	Each		Each	Each	Each
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<i>Chinensis columnaris glauca</i>							
1-gal., 18 ins.	\$1.75	\$1.70	\$1.60				
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2-gal., 18 ins.	3.90	3.60	3.30				
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5-gal., 3 ft.	4.25	4.00	3.70				
<i>Chinensis pfitzeriana</i>							
2-gal., 18 ins.	3.40	3.10	2.80				
5-gal., 1½ ft.	3.75	3.50	3.20				
<i>Chinensis pfitzeriana glauca</i>							
1-gal., 18 ins.	1.25	1.20	1.10				
5-gal., 1½ ft.	3.75	2.50	3.20				
<i>Chinensis sargentii</i>							
1-gal., 12 ins.	1.75	1.70	1.60				
<i>Horizontalis plumosa</i>							
1-gal., 12 ins.	1.25	1.20	1.10				
2-gal., 15 ins.	3.40	3.10	2.80				
<i>Procumbens</i>							
1-gal., 12 ins.	1.75	1.70	1.60				
2-gal., 18 ins.	3.90	3.60	3.30				
<i>Sabina</i>							
1-gal., 12 ins.	1.25	1.20	1.10				
<i>Sabina vonchiro</i>							
2-gal., 18 ins.	3.40	3.10	2.80				
5-gal., 1½ ft.	3.75	3.50	3.20				
<i>Scopulorum pinnaris</i>							
1-gal., 18 ins.	1.75	1.70	1.60				
5-gal., 3 ft.	4.25	4.00	3.70				
<i>Virginalis globosa</i>							
1-gal., 12 ins.	1.75	1.70	1.60				
2-gal., 15 ins.	3.90	3.60	3.30				
5-gal., 1½ ft.	4.25	4.00	3.70				
<i>Virginalis canteri</i>							
1-gal., 15 ins.	1.75	1.70	1.60				
2-gal., 2½ ft.	3.90	3.60	3.30				
<i>Virginalis glauca</i>							
1-gal., 15 ins.	1.75	1.70	1.60				
2-gal., 2 ft.	3.90	3.60	3.30				
5-gal., 3 ft.	4.25	4.00	3.70				
<i>Virginiana hirsuta</i>							
1-gal., 15 ins.	1.75	1.70	1.60				
PICEA							
<i>Glaucia conica</i>							
1-gal., 10 ins.	1.25	1.20	1.10				
<i>Pungens</i>							
1-gal., 15 ins.	1.25	1.20	1.10				
TAXUS							
<i>Cuspidata Hid</i>							
1-gal., 12 ins.	1.25	1.20	1.10				
<i>Cuspidata</i> , spreading							
1-gal., 12 ins.	1.25	1.20	1.10				
<i>Media hicksii</i>							
1-gal., 12 ins.	1.25	1.20	1.10				
<i>THUJA occidentalis woodwardi</i>							
5-gal., 1½ ft.	3.75	3.50	3.20				
<i>EUONYMUS radicans erectus Sarcoxie</i>							
1-gal., 15 ins.	1.25	1.20	1.10				

Full load shipments (1000 Plantainers or more) arranged at reasonable rates. Smaller quantities to be picked up at Dundee.

D. HILL NURSERY CO.

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